

## Saturday Review

A man who is on the ball



Jon Smith plays a percentage game: he is a sporting super-agent, a player in the same league as Mark McCormack. Vicki Woods met the fan who makes a fortune

## Saigon as was, as is

Richard West discovers that Vietnam, America's nightmare, remains stubbornly a dream come true for the capitalists of the south

## Right label, right price

Big fashion shows involve clothes that seem remote from high street reality. But that is only half the story

## LIVING

## MacQuitty on red alert

Jane MacQuitty rushes from taster to typewriter to deliver the verdict on the beaujolais nouveau

## An elegant age revived

The restoration of Spencer House is a triumphant merger of elegant artistry and Rothschild money

## SPORT

## Next summer arrives today

The full first-class cricket fixtures for next season, plus John Goodbody with the hooligan unit watching England fans on Wednesday

## MONEY

## Business bust and boom

What recession? New business registrations are running at ten times the rate of liquidations as hopeful entrepreneurs spot niche markets

## These guns for hire

A preview of *Young Guns 2* and a look back to wilder Western days in our colour magazine for young readers

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## Second round hint, but 'not against her'

# Hurd ready to throw his hat into the ring

By PHILIP WEBSTER and ROBIN OAKLEY

DOUGLAS Hurd yesterday upset the Conservative leadership calculations by confirming that he could enter the contest if Mrs Thatcher were no longer a candidate.

His accompanying declaration that if she won she must consult the whole cabinet over Europe signalled that her colleagues are determined to alter her style of conducting the cabinet. Senior ministers also want her to consult them before carrying on if she fails to win outright next Tuesday.

Asked yesterday if he was ruling out standing for the leadership himself, the foreign secretary replied pointedly, "against her". The admission will encourage those who want neither Mrs Thatcher nor Michael Heseltine at 10 Downing Street to abstain.

Mr Heseltine unashamedly sought to exploit Mr Hurd's remarks. He said: "If people believe that Douglas would be

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a better leader than myself, they have to vote for me in the first round because that is the most likely way of ensuring that Douglas has a chance."

In Scotland, Mr Heseltine returned to the attack, holding out the possibility of income tax and poll tax cuts. He said that economic growth of 2 per cent a year, worth an annual £4 billion, would more than cover the cost of transferring education spending to the central exchequer and provide the opportunity for income tax cuts.

Mr Hurd's remarks were the first public inkling that ministers are contemplating the

prospect of the prime minister not coming through. They hope and expect that she will defeat Mr Heseltine but would not want her to face the humiliation of leading a party in which she had lost majority support. They accept that it will be her decision whether to fight on if she fails to gain the requisite 56-vote majority. But they would expect her to consult them and not announce immediately from Paris, where she will be at the Conference on Security and Co-operation in Europe on Tuesday, that she will contest the second ballot.

Cabinet ministers have all made clear that they would never stand against the prime minister, but Mr Hurd might throw his hat into the ring if Mrs Thatcher withdrew. Yesterday, he told a news conference in Leeds: "You cannot get into a position where you say 'I am going to support somebody for the leadership this week but not next and that my support runs out on Tuesday'. That is not the position. I believe that she is the right person to lead this country and to lead this party so I support Mrs Thatcher, full stop." But asked: "Under no circumstances then, will you stand?" Mr Hurd replied: "Against her."

Tory MPs regarded Mr Hurd's call for cabinet discussion over Europe as equally important. He said in *Barley*: "When this contest is over, the prime minister and the cabinet will want to come back to the House to discuss the policy of the government together immediately and rally the party and the country behind us." It is understood that both Mr Hurd and Mr Major would like the cabinet to have a fresh discussion on economic and monetary union to reach an agreed line before the intergovernmental conference next month.

Mr Major yesterday issued a statement calling on MPs to back the prime minister. He described Mrs Thatcher as "one of this country's most successful peace-time prime ministers" and "a political leader of authority, who commands respect throughout the world. At home, her leadership has brought about immense changes and has helped transform our economy." Her qualities of clarity, purpose and vigour had secured the Tories victory in three successive general elections and were needed by the party today. We should all unite and support her."

## Buoyant Thatcher in Enniskillen

By EDWARD GORMAN, IRISH AFFAIRS CORRESPONDENT

MARGARET Thatcher did her re-election chances no harm yesterday by fulfilling a long-standing commitment to a day of engagements in Northern Ireland where she visited the army and the survivors of the Enniskillen Remembrance Day bombing. Throughout the visit, which also took her to a number of locations in the greater Belfast area, she seemed relaxed and confident and betrayed no apparent sign of anxiety about Tuesday's elections. While she made no attempt to raise the leadership issue herself, well-wishers frequently greeted her with cries of "Good luck Maggie". At one point, during a tour of a shopping centre in Enniskillen, the prime minister thanked one member of the public for his good wishes and crossed fingers on both hands, wishing herself good luck.

Earlier in response to a question, she made clear her belief that she will defeat Michael Heseltine. "I believe we shall win and I hope we shall win well," she said. Sources close to her suggested that she was not too concerned about the opinion poll pub-

lished in *The Times* yesterday which showed that under Mr Heseltine, the Conservatives would transform a four-point deficit into a ten-point lead over Labour. "This," she described as "out of line" with all the other recent polls. Hosting the visit, Peter Brooke, the Northern Ireland secretary, took the opportunity to nail his colours to the mast publicly for the first time. He said he was convinced Mrs Thatcher would win, though he admitted he had yet to take soundings at Westminster. "The prime minister has been here many times in the past and the prime minister will come (back) many times in the future," he said. "The prime minister is going to win on Tuesday," he added.

The visit, conducted in driving wind and rain, was Mrs Thatcher's first to the province this year. It gave her the opportunity to sound off in characteristically defiant terms about the IRA.

In Enniskillen she met survivors and relatives of those killed in the IRA Remembrance Day bombing three years ago.

## PowerGen chairman resigns

By MARTIN WALLER

THE government faced further embarrassment in its privatisation of the power industry with the departure of Robert Malpas, chairman of the electricity generator PowerGen. Sir Graham Day, the Rover chairman, takes over.

No reasons for Mr Malpas's departure were given, but a series of disputes with other directors apparently left the energy secretary with little alternative but to ask for his resignation.

Full report, page 33

## Inflation will begin to slow down next month

By ANATOLE KALETSKY, ECONOMICS EDITOR

A FURTHER cut in interest rates before Christmas became a serious possibility yesterday, after the government announced that Britain's inflation had steadied at 10.9 per cent last month. Although still running at the highest rate for eight years, a sharp deceleration is certain to show in next month's figures, due out on December 14.

This fall which will probably take the annual inflation rate back into single figures, could offer the Treasury an ideal opportunity to cut interest rates. A pre-Christmas cut would not only help to

sustain consumer confidence in the face of the recession, it would also guarantee further declines in the mortgage component of the RPI.

While the government has been drawing attention to the so-called underlying inflation rate, which excludes mortgage rates and the poll tax, the focus could now shift back to the headline figure. Even the underlying rate, which rose from 8.3 per cent to 8.4 per cent in October could improve next month because of the recent fall in petrol prices.

Full report, page 32

## Milli Vanilli unmasked as Phoney Baloney

FROM CHARLES BREMNER IN NEW YORK

SUCCESS clearly went to the heads of Milli Vanilli, the fashionable pop duo who recently claimed to be better than Elvis, Dylan or the Beatles. After topping the American charts over the past two years, they asked their manager to let them put their own performances on disc and he sacked them.

Their biggest success, "Girl you know it's true", sold seven million copies and earned international stardom and the 1989 Grammy Award for best debut album for the pair, whose real names are Rob Pilatus and Fab Morvan. Television and

newspapers yesterday had fun renaming the duo "Phoney Baloney".

Milli Vanilli's troubles began when they told Frank Farian, their West German producer, that they wanted to use their own voices for a follow-up album. "I said, 'No, I don't go for that,'" Mr Farian explained in Munich. He recruited the duo, one from the French Caribbean and the other a German-American, when they asked for work after he had already recorded the future hit record with studio musicians. "It suddenly clicked in my mind, and it was kind of evident: I had the music, there were the people who wanted to perform outside, and I said,

"Hey, let's put that together and make a great record out of it."

In Los Angeles, Pilatus said they were relieved their secret was out. "The last two years have been a total nightmare. We are true singers but that maniac Frank Farian would never allow us to express ourselves."

The Academy of Recording Arts and Sciences said it was likely the pair would be stripped of their Grammy, but Arista records, who marketed Milli Vanilli in America, did not find it very significant. "Embarrassing?" said a spokesman. "I don't mean the end justifies the means, but we sold seven million albums."



Secret out: Pilatus...



...and Morvan

## Future shape of Soviet Union in doubt

FROM MARY DEJEVSKY IN MOSCOW

THE future shape and direction of the Soviet Union hung in the balance last night as an emergency session of the Soviet parliament was extended into the weekend amid repeated calls for the central government to resign.

Informed predictions suggested that by next week the Soviet Union would be governed either by an "anti-crisis committee" in place of the present government or that it would be placed under direct presidential rule.

The highly charged session, which was opened by President Gorbachev, heard Boris Yeltsin, the Russian Federation president, demand the dissolution of the government of Nikolai Ryzhkov, the prime minister, and propose an "anti-crisis committee" to govern an increasingly ungovernable country. It also heard public statements from three of the Soviet Union's 15 republics that they had no intention of remaining in the Soviet Union whatever decision was taken.

Mr Yeltsin's proposal subsequently gained widespread support from speakers, who represented 14 of the Soviet republics, all its autonomous areas and several parliamentary committees. Only Lithuania, one of the three Baltic states intent on seceding from the Soviet Union, sent a delegate. The other two, Estonia and Latvia, along with the trans-Caucasian republic of Georgia, took the opportunity to state publicly their objections to the proposed new union treaty, which is intended to provide for a looser Soviet federation.

President Gorbachev's 90-minute address on the state of the country, which had been demanded by an state parliament on Wednesday, was an unusually lacklustre call for discipline and action, though precisely what sort of action was unspecified. There was much hostile barracking and deputies across the political spectrum criticised the speech for lack of substance.

Although Mr Gorbachev held out the prospect of reshuffles in the government and the army high command "in the next 10 days", he said he had no plans for a change in the government structure until the new union treaty was signed, at which point he

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Watching, waiting: Mrs Thatcher's portrait overlooking Mr Hurd in Leeds yesterday

## New facts may clear six of pub bombing

By CRAIG SETON AND STEWART TENDLER

THE release of the six men convicted of the 1974 Birmingham pub bombings, in which 21 people died, could be imminent following new evidence given to their solicitors by the government's forensic science service, which is said to cast doubt on their original convictions.

The new evidence is expected to put pressure on Alan Greene, QC, the Director of Public Prosecutions, to decide that the forthcoming second appeal by the six men, who were jailed for life in 1975, should not be contested.

Ivan Geffen, the solicitor for Gerard Hunter, one of the six, said last night he had received the forensic science service report this week. "It is dynamite. It not only concludes that no one can be certain that any of these men handled explosives, it also expresses some surprise at the way the Court of Appeal reacted to the forensic evidence given to it."

Hunter's legal team is considering whether an application should be made for him to be granted bail pending a decision on whether the new appeal should be contested. Some of the six have made it clear that they would be willing to leave prison only when they were acquitted and their names cleared.

The Crown Prosecution Service is examining reports on allegations against former members of the disbanded West Midlands serious crime squad. The files are the first to be drawn up by the West Yorkshire police investigation into the squad and could lead to charges against officers.

## US to wait for UN Gulf move

By MICHAEL BROWNE, WASHINGTON, AND JAMES BONE, NEW YORK

THE United States appeared yesterday willing to wait another two weeks for a United Nations Security Council resolution, giving authorisation to use force in the Gulf. At the same time a senior Soviet envoy said that if such a resolution was passed, military action should begin immediately.

James Baker, the US Secretary of State, said in Brussels that no decision had yet been taken on whether or when to seek such a resolution. American officials also said the US wanted to push for a vote before the end of the month, and was confident it would obtain at least the necessary nine votes. Previous reports had suggested that the US might want a vote within days.

In London Whitehall sources said that discussions among the allies were at an early stage and Britain had not yet formed a view.

Yevgeny Primakov, Moscow's principal interlocutor with President Saddam Hussein, again underlined the Soviet view that the security council should not take such a step until a final negotiating effort had been taken. "We should use up all possibilities for a political solution before force," he said in an interview with the *New York Times*.

Mr Primakov also said that once a security council resolution was passed, war should begin immediately. "If there is to be a security council resolution on military force, then you should act immediately. If you adopt it without action you send the wrong signal. I'm not for bluffing with dangerous things," he said.

Mr Baker issued a further warning that America was ready to use force if Iraq did not withdraw from Kuwait. After talks with the European

Commission he said that unless the message got through to Baghdad that force was a credible option, "we are really pessimistic".

America needed to lay the foundations of war if it wanted to achieve a peaceful diplomatic solution. "If you are not going to rule out force as an option, you must at the very least lay the foundation, politically and militarily for the use of force," he added.

He said that America and the Soviet Union still had a common position on Iraqi aggression.

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# Unions reject wage pact to help defeat inflation

By TIM JONES AND KEVIN EASON

UNIONS gave a strong warning yesterday that they would not agree to a wage restraint pact to help the government out of its economic difficulties. The message came as 32,000 Ford workers learnt that they would be receiving an inflation-breaking 13.4 per cent pay rise from next week.

Ron Todd, general secretary of the Transport and General Workers' Union, speaking after the announcement that inflation was still running at 10.9 per cent, said: "Let me make this union's position crystal clear once more. We stand for protecting our members' standard of living and that means securing inflation-plus pay increases wherever possible."

In response to government calls that unions should take wage cuts to avoid unemployment, he said: "They know and we all know that working people are the casualties of inflation, not its cause. Do they really think our members will pay the price for their failure and let them sell on in government, blithely into the blue?"

The Ford workers, who traditionally set the pace for the winter pay round, benefited from the second phase of a two-year deal that guar-

anteed them rises of 2.5 per cent above yesterday's retail price index of 10.9 per cent.

The government now faces the prospect of other workers regarding the Ford settlement as a target figure.

John Hougham, Ford's director of personnel, said yesterday that when the deal was negotiated, the expectation from all sides was that inflation would be running at between 5.5 and 6.5 per cent.

He said the increase had to be seen against the background of at least five years of continuous and substantial improvement on the shop floor.

Jimmy Airlie, chief motor industry negotiator for the



Todd: pledge to seek above-inflation pay deals

Amalgamated Engineering Union, said: "We very successfully negotiated a deal to protect our members from inflation. The government caused inflation and we catered for it."

Ford, he said, reported record pre-tax profits of £1.5 billion between 1987 and 1989 and sent back £1.1 billion back to America in dividends. "If John Major or anyone else thinks that we are prepared to see our members' living standards fall and at the same time allow American shareholders to pocket company profits, they had better think again."

He said that now that Britain had joined the European exchange-rate mechanism, unions would inevitably be looking at European competitors for comparisons on pay and productivity.

Government hopes of controlling wages suffered a further blow when Bill Morris, deputy general secretary of the transport workers' union, said the movement would reject any sort of wage restraint pact with the government or the CBI to bring down inflation.

His warning was a damaging blow to some other senior members of the TUC general council, who have indicated that they would be prepared to

enter into discussions on wage restraint in return for a form of protection against the prospect of heavy job losses as a result of joining the European exchange-rate mechanism.

He said: "People should not run away with the idea that there is going to be some sort of wage restraint pact with the CBI and the government. One of my basic principles is that you should not offer what you cannot deliver. Unions could not deliver a rigid pay norm any more than the CBI could deliver a complete no-redundancy policy from its members."

"We are aware of the dangers of inflation, but we have been in the past. We will continue to bargain responsibly with employers, taking into account the full range of relevant factors, including comparability, fairness, the employer's ability to pay, labour market influences and the cost of living."

Workers at Vickers shipyard at Barrow-in-Furness, Cumbria, have been told that up to 1,500 jobs will be lost from its 13,300 workforce next year, partly because the order for Trident submarines is passing its peak.

Under pressure, page 32

## Long haul in fight for equal pay

PAMELA Endersby, a speech therapist in Bristol, has spent the last five-and-a-half years trying to secure equal pay with clinical psychologists and hospital pharmacists who undergo similar training but earn much more on qualifying.

Her case is an example of the lengthy and muddled legal battles that the Equal Opportunities Commission wants to end.

"My main concern is that the law should be changed," Dr Endersby said. "I have experienced years of frustration, stress and effort and I am still awaiting the outcome of my appeal against an industrial tribunal ruling."

Last year the tribunal ruled that the pay differential — up to 60 per cent at senior levels — was justified under the 1970 Equal Pay Act because it stemmed from different parts of the Whitley Council bargaining machinery, none of which were discriminatory.

Dr Endersby, backed by the commission and the Manufacturing, Science and Finance union, argued that separate collective bargaining could not itself justify unequal pay and that following rulings by the European Court of Justice and the House of Lords, employers had to prove that bargaining agreements were appropriate and necessary to meet an objective that was not to do with sex.

"I am still facing a legal

As the Equal Opportunities Commission campaigns to make it easier for women to claim equal pay, Ray Clancy examines two cases that are still continuing after years of legal battles

muddle and it is extremely frustrating," she said. "It is almost impossible for a woman to bring a case like this."

"The cost involved means you need to have some backing and the personal stress can be great. There is no political will to make the law work."

Dr Endersby, who has a PhD in speech and language sciences, said that speech therapists, who were mostly women, took four years qualifying to degree level, as did clinical psychologists and pharmacists, who were mostly men.

Before the tribunal her lawyers argued that the £12,500 a year salary of a speech therapist trailed far behind the £15,000 of a clinical psychologist and £16,000 for a hospital pharmacist.

"Although the work is similar speech therapists do not have a reasonable career structure. We are ignored because most of us are women," she said.

In 1984 five women who worked for Freemans, the mail order catalogue company in Peterborough, began

their battle for an extra £4 a week to bring their pay in line with men working in the same warehouse.

At a tribunal in Cambridge two years later their case was rejected. Today they are still waiting for a second tribunal to hear their case after three Appeal Court judges ruled in 1987 that European equal



Endersby: no political will to make law work

pay laws could be applied in the English courts.

In 1988 the case was referred to the Lords where it was decided that the women were entitled to seek the same wages as men for different work of equal value.

Renee Pickstone, one of the women involved but who no longer works at the warehouse, said: "We just want the chance to prove our claim that we received less money than men doing a similar job."

"Each of us were involved in taking the orders and distributing them. The men would actually unload them from the lorries and take them inside but in practice our work was of equal value."

"It has been and still is a hard fight. But I would encourage anyone in the same position to go for it. It is a great pity the law is not supportive at the moment."

June O'Dell, the commission's chairman, said that the need to simplify pay and discrimination laws was becoming more urgent by the day.

"The legislative boundaries are being pushed out and more and more cases are going to the European court. This will become an avalanche unless we get clearer and more comprehensive legislation," she said.

Freemans said yesterday that it did not want to comment on the case as it was still being considered.

## BSkyB must halt transmissions on BSB satellite

By MELINDA WITSTOCK, MEDIA CORRESPONDENT

BRITISH Sky Broadcasting must discontinue transmitting on BSB's high-definition Marco Polo satellite, the Independent Broadcasting Authority (IBA) has ruled.

The IBA said yesterday that the merger between BSB and Sky constituted a serious breach of its programme contract with BSB. It will terminate the contract until BSB subscribers have had their satellite dishes replaced by the Astra dishes used by Sky. The IBA will set a termination date after further discussions with BSB. BSB planned to switch gradually all transmissions to the Astra satellite anyway.

The shadow Independent Television Commission (ITC), which replaces the IBA in January, is empowered to decide whether or not it will issue the new BSB a non-domestic satellite licence. It

said that it would carefully consider the implications of BSB's application.

The ITC, angered that the BSB shareholders did not seek its consent before the merger, could rule under the 1990 Broadcasting Act that the BSB directors who negotiated the deal are not "fit and proper" persons to hold a licence.

Reed International, Granada, Pearson and Chargeurs own 50 per cent of BSB, and News International holds 50 per cent. Sources say that the ITC will award BSB its licence only if directors of the BSB board associated with the merger resign from BSB.

It is believed that litigation would be sure to follow an ITC decision not to award BSB a licence, although an outright refusal is thought unlikely. In that event, BSB would be forced to move its headquarters outside the UK, where ITC regulation would not apply. BSB could still transmit to Britain but Sky News, which requires a UK base, would be damaged.

The ITC has said that it will seek proposals as soon as possible for the use of the BSB frequencies, which it controls. Under the terms of BSB's programme contract, it can also force BSB to sell the Marco Polo satellite at a "fair market price". BSB, which owns the satellite, would not be able to move it for use elsewhere.

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## IRA funeral deaths man cleared

The appeal court in Belfast yesterday quashed the conviction of a man jailed for 15 years for his part in the attack on two army corporals at an IRA funeral in March 1988.

Sir Brian Sutton, Lord Chief Justice of Northern Ireland, said there was not sufficient evidence to sustain the conviction against Sean Lennon, of Ringland Drive, west Belfast, of falsely impersonating David Howe.

Corporal Howe and Corporal David Wood were abducted, beaten and then shot dead after they strayed into the path of the funeral in Andersonstown.

## Attackers jailed

Two men who crippled security guards with a machete and a shotgun were jailed yesterday for a total of 42 years at Manchester Crown Court. Steven Julien, aged 26, of Cheetham, Manchester, was jailed for 22 years after admitting robbery, attempted murder and wounding. Chinadu Ikegwara, aged 22, also of Cheetham, was sentenced to 20 years for robbery and wounding both guards.

## Sunday appeal

The B&Q do-it-yourself chain was given permission by the House of Lords yesterday to present its case for Sunday trading. The Lords' decision, bypassing the Court of Appeal, follows injunctions in the High Court banning Sunday opening at the company's branches in Stoke-on-Trent and Norwich. The appeal, which is seen as a test case, should be heard in the first half of next year.

## Murder attempt man 'on trial before'

By MICHAEL HORNELL

AN UNEMPLOYED labourer accused of attempting to murder a seven-year-old girl he allegedly kidnapped and sexually assaulted stood trial for murder three years ago.

The jury trying Russell Bishop, aged 24, at Lewes Crown Court for the attempted murder at Devil's Dyke on the South Downs was told yesterday of his previous trial at the same court in 1987 when he was acquitted.

The disclosure came when Dr Martin Knott, a Brighton-based GP, told the court that he found a catalogue of injuries when he examined the girl after her ordeal on February 4 this year.

Asked by Ronald Thwaites, QC, counsel for the defence, whether he knew Mr Bishop, Dr Knott replied that he had treated the defendant in 1987 while awaiting trial.

Mr Thwaites said that Bishop was acquitted at Lewes Crown Court on December 9, 1987. The jury was not given details of the earlier trial.

The prosecution alleges that Mr Bishop, of Brighton, East Sussex, assaulted the girl in a car at Devil's Dyke after abducting her as she played on roller skates near her home.

Bishop is accused of driving the girl in the boot of his car to the beauty spot where she was left for dead after being stripped naked and sexually assaulted. He denies charges of kidnap, attempted murder, attempting to choke the girl and indecent assault on Sunday February 4.

Dr Knott told the court that he was called to Brighton's Royal Alexandra hospital to examine the girl just hours after she was abducted and attacked. "It was quite evident that she had on the same day experienced a terrifying ordeal but she had coped with it very well," he said.

She had scratches all over her body indicating she had run naked through gorse bushes, probably in her escape from her attacker.

Dr Knott did not discover any strangulation marks on the girl but haemorrhaging in her eyes indicated she was deprived of oxygen, possibly by a hand placed over her mouth and nose. There was also evidence of a sexual assault, he said.

Earlier, a woman who was walking her dog with her husband at Devil's Dyke on the day of the alleged attack told the court that she saw a figure in a red Ford Cortina sit up and then fall away as if trying to remain unseen. Pamela Symons, of Hangleton, Hove, said she thought the car, which had misted-up windows, contained a court-coupled couple.

Susan Clifton, from Brighton, another witness, told the jury that she saw the naked girl "trotting and weaving" towards her as she sat in her car with her husband. She said the girl ran out from some bushes and added: "Her hair was all over the place and she had mud all over her, nothing on and blood coming out of the corner of her mouth."

"She was desperately trying to catch our attention and shaking a bit, trembling, in earnest trying to tell us what had happened. She was definitely very with it and aware, and trying to tell us what had happened to her."

Mrs Clifton wrapped the girl in her jacket and put her arm around her. They drove her to a local golf club to alert police.

The trial was adjourned until Monday.

## Inspiration for PC Plod dies

By MICHAEL HORNELL

PC FLOD, the pink-cheeked constable who policed the world of Noddy and Toyland, has bicycled off to the great constabulary in the sky.

Christopher Rone, the jovial West Country police officer who was the inspiration for Enid Blyton's post-war creation, has died at the age of 75. A former guardsman and latterly court usher, Mr Rone, of Wareham, Dorset, died in

hospital after a long fight against cancer, but will be remembered as the archetypal village bobby.

Married with two children, Mr Rone joined Dorset Constabulary in 1946 after service in the second world war with the Grenadier Guards.

He served all over Dorset before retiring with four commendations to spend ten years as an usher at Wareham magistrates' court. It was during a spell as beat bobby in

Studland after the war that he became a friend of Miss Blyton, a regular visitor to the village.

The Dorset writer George Willey, an acquaintance of Miss Blyton and Mr Rone, said: "She spotted Christopher during one of her summer stays in Dorset, and PC Plod was born. She told me he was the archetypal friendly village bobby, always smiling, loved by the children and always on the beat."

## A trumpet blast from the intellectual high ground

By PHILIP HOWARD, LITERARY EDITOR

IN HIS inaugural lecture as Regius Professor of Greek at Oxford last night, Professor Peter Parsons sounded a trumpet blast against the Philistines.

"These are difficult times for us classicists. It is not just the general threat to humane values, the brisk march towards public squalor and private barbarism. It is not just the prevailing cult of the useful, for that can be answered on its own terms."

"If we are to be judged by the product, we know that business needs strategists, not foot soldiers; not those trained in brute vocational skills, but those exercised in the analysis of complex data. We know that classical graduates are thought to have just those analytical and strategic abilities. We can, with a good conscience, tell schoolchildren and undergraduates that they will not forfeit employability by studying what interests them."

Professor Parsons, who is a papyrologist as well as a high intellectual strategist, gave a lively survey of a century of Greek studies in the United Kingdom. In 1890, Greek had a much stronger institutional

position in British education than now. That was the last year in which a British prime minister published a book on Homer. Nevertheless, today we know more, and understand the Greeks better, than the great scholars of the 19th century.

First, we have more material, from archaeological finds, and from the fragments of lost works recovered on papyrus from the rubbish left by the Greek settlers in Egypt, at Oxyrhynchus and such dumps. These are not simply new facts, or new pleasures. They also test our assumptions about how the Greek world can be reconstructed.

Second, new disciplines (notably social anthropology) make it easier to ask pertinent questions about (say) the place of literature in Greek society. These are the sort of questions for which the direct historical record provides no answers.

Third, general changes of sensibility, and modern critical theory, both tend to the same point. We respond more realistically to Greek literature as the Greeks saw it, a literature of fixed forms and designer rhetoric, of euphony and the most just, than our

19th-century predecessors could, since their presuppositions were still those of the Romantic movement.

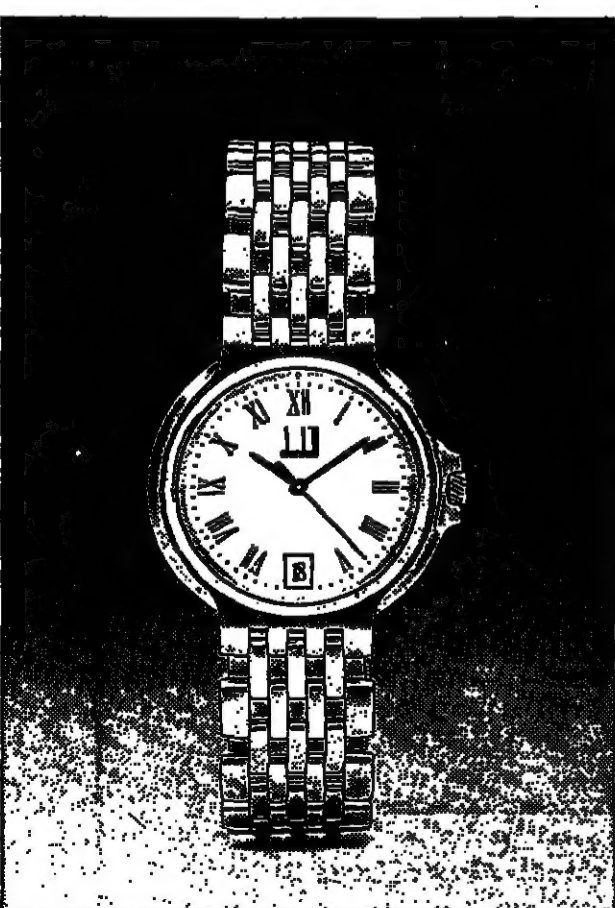
With our new understanding, we pursue the old ideal: building up the ancient world as a totality. For example, the new papyri which contain fragments of the long-lost poem of Simonides on the Battle of Plataea. Here is another fascinating and important piece in the jigsaw. It will take our modern experts in literature and history and art to put it in full context.

We inherit from the 19th century their admirable achievements of system and organisation, and the wider horizons of scholarship, without their monolithic certainties. We feel better able to understand Greek literature and society, "a noisy, smelly, pushy world".

Professor Parsons said: "Oxford is the largest centre for classics in the world. Here, if anywhere, specialists can co-operate to rebuild the Greek world from its fragments. But here too there is now always the threat that those who retire will not be replaced. We must hope to be allowed to continue."



Professor Parsons, Oxford University's new Regius Professor of Greek, in his study at Christ Church before delivering his inaugural lecture yesterday



INDIVIDUALITY. A CLASSIC TIMEPIECE THAT REPRESENTS THE PINNACLE OF THE WATCHMAKERS ART. THE STEEL AND YELLOW METAL ELITE. PART OF A COMPLETE RANGE OF WATCHES FROM ALFRED DUNHILL.

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VISIT ALFRED DUNHILL IN LONDON AT DUKE STREET ST JAMES'S, THE BURLINGTON ARCADE, 5 SLOANE STREET AND AT ALFRED DUNHILL IN HAMBURG, SINGAPORE, WATCHES ALSO AVAILABLE AT WATCHES OF SWITZERLAND LTD, THE GOLDSMITHS GOUR, HARRODS WATCH DEPARTMENT AND LEADING JEWELLERS.



## THE HURD FACTOR

# Would he bat if Thatcher were not the opponent?

By PETER DAVENPORT

AS IF to emphasise unwavering support for the prime minister, Douglas Hurd, the foreign secretary, yesterday appeared between two large portrait photographs of Margaret Thatcher as he talked about real military tensions in the Gulf and "phantom armies" stalking the Conservative leadership battleground.

Mr Hurd, the prime minister's sponsor in the contest with Michael Heseltine, was in Leeds on a series of engagements arranged before the challenge moved from speculation to reality.

Across the country in York Minster a memorial service was being held for Sir Les Hutton, the former Yorkshire and England batsman, and in the cricketing paradise which has been used widely in the leadership campaign, Mr Hurd attempted to play a straight bat to all questions involving opinion polls, possible second ballots and the chances of him challenging the leadership at some stage.

He appeared to leave the possibility open if Mrs Thatcher were not the opponent. Mr Hurd was repeatedly asked if there were circumstances in which he would allow his name to be put forward as a contender. Was he waiting in the wings?

"No, I've nominated Mrs Thatcher and you can't get into a position where you say I am going to support somebody for the leadership this week but not next, that my support runs out on Tuesday. I believe she is the right person to lead this country and this party and I support Mrs Thatcher, full stop."

Under no circumstances then will you stand? "Against her," he qualified, leaving open the prospect that he might stand to stop Michael Heseltine if the prime minister were not included in a second ballot for any reason.

The foreign secretary was asked if Mrs Thatcher was upset at the number of Conservative MPs who had volunteered their support for Mr Heseltine. He said: "There are phantom armies wheeling themselves across the stage as there always are in a leadership election, and a good deal of uncertainty, but she just wishes to win, is working to win and will win."

Mr Hurd arrived in Leeds as the Conservatives reflected on a *Times/MORI* opinion poll showing that the party would take a lead over Labour for the first time in 18 months if Mr Heseltine became leader. The survey said that a four-point lead for Labour under a government led by Mrs Thatcher would be transformed to a ten-point lead for the Conservatives with Mr Heseltine in charge.

The foreign secretary was dismissive of the findings. "Anybody who knows anything about politics knows that opinion polls are a quicksand and if you base decisions on them you are quite likely to get them wrong." The government was unpopular, as it had been before the last two general elections and anybody associated with it, such as the prime minister, was bound to

feel that unpopularity, he said. He believed, however, that Mrs Thatcher would win on the first ballot.

He said that concern about the poll tax, which Mr Heseltine has put at the forefront of his campaign, was felt by everybody in the party and the government was acting on suggestions for improvements. Mr Hurd seemed bemused by Mr Heseltine's suggestion that he would scrap the tax if he won the election.

"If he were in that position, a prime minister can't abolish a poll tax any more than a prime minister can create a poll tax," he said.

The foreign secretary said that he agreed with a good deal of the remarks made by Sir Geoffrey Howe in his resignation speech but that he "parted ways" on his conclusion; he did not think that the prime minister's "mood and style" made it difficult to succeed with government policy in Europe.

He acknowledged that the campaign would temporarily damage the government and its effectiveness, and once it was over the first job of the prime minister would be to heal the wounds. "It is important in the next few days that the contest should be of a kind from which the wounds can heal," he said. "We shall have time for continuing personal funds. We have got time to re-unite, to prepare and to win an election but it's going to be fairly tight. There will not be time for a lot of point-scoring afterwards and that's one reason I am rather keen the prime minister should win on the first ballot."

Was the prime minister's "combative" style the right way of healing the wounds, he was asked. "You can heal people in different ways. What will be needed is not a lot of soft soap but a concentration on what has to be done in the future. Often when somebody has had a minor accident then the best way of recovering is to tell them to get on with the job, to snap out of it. That the prime minister will be able to do so convincingly."

Heseltine profile, page 10  
Diary, page 10  
Leading article, page 11  
Letters, page 11

## Impeccable 'safe pair of hands'

By SHEILA GUNN

DOUGLAS Hurd, aged 60, is the son and grandson of Conservative politicians although his own career started in the diplomatic service.

He won a scholarship to Eton, where he became captain, and went on to Trinity College, Cambridge, gaining a first in history and becoming president of the union and chairman of the Conservative Association.

For 14 years he was a diplomat working in Peking, where he learnt Mandarin, the United Nations, London and Rome. His ultimate ambition, however, was always in the world of politics.

In 1966 Edward Heath put him to work in the Conservative research department and two years later appointed him his private secretary. In 1970 Mr Hurd went to Downing Street as the prime minister's political secretary. He did the same job for Edward Heath as Charles Powell has done for Margaret Thatcher.

He was first elected MP for mid-Oxon in 1974 and became MP for Witney in 1983. He became a Foreign Office minister in Mrs Thatcher's first administration. He moved to the Home Office as minister of state and entered the Cabinet for the first time in 1984 as Northern Ireland secretary.

The following year Mrs Thatcher moved him to the Home Office. Like previous Conservative home secretaries, his four-year tenure was not an easy one, but he earned the reputation as "a safe pair of hands". It was Nigel Lawson's resignation as Chancellor of the Exchequer last year which landed him the job of foreign secretary in place of John Major. In his first year as foreign secretary he has flown 130,000 miles.

In his spare time he writes political thrillers, seven so far, although he admits to having had little chance to add to his collection in the past two years. He married his second wife Judith, who was previously his secretary, eight years ago and they have two young children.



Tour of duty: Mrs Thatcher talking to soldiers of the Ulster Defence Regiment at their Enniskillen base during a long-standing engagement in Northern Ireland yesterday. It was her first visit to the province this year. Report, page 1

## Election may turn on those who fail to vote

By PHILIP WEBSTER  
CHIEF POLITICAL CORRESPONDENT

THE abstention factor could come into its own next Tuesday when Conservative MPs troop into a Commons committee room to cast their votes.

For it is no contradiction in terms to suggest that eschewal of both candidates could be a positive vote that could determine the ultimate fate of the leadership.

The "cop-out" stigma which has often attached itself to abstention will not apply on Tuesday. Last year, in the contest between Mrs Thatcher and Sir Anthony Meyer, 27 MPs either did not vote or spoiled their ballot papers. They were opposed to Mrs Thatcher but could not bring themselves to vote for the right-confessed nonentity. This time there is no such excuse.

Most MPs abstaining will be saying that they want Mrs Thatcher to go, but that Mr Heseltine is not the candidate best suited to replace her.

By withholding a vote for either of them, they will be trying to ensure that neither wins outright on the first ballot, denying both of them the 187 votes that is the minimum qualification for an outright victory. At that stage they judge that their preferred candidate, be it Douglas Hurd, John Major, Chris Patten,

Norman Tebbit or anyone else, would enter the field to contest the second ballot.

Some may use the abstention deliberately to ensure that Mrs Thatcher does not win by too large a majority, enabling her cabinet to keep a tighter rein on her in future.

Over the weekend, however, the supporters of a third, as yet undeclared candidate may well be considering the dangers implicit in abstention. One is that a mass abstention against Mrs Thatcher may leave Mr Heseltine out in front on the first ballot with an

unstoppable momentum. Boosted by polls suggesting that a Tory party led by him would have a better chance of winning the election, he could go on to victory in the second.

A second danger of abstention, and one that will be explained in telephone calls to the waverers by the Heseltine camp over the weekend, is that they could let Mrs Thatcher through on the first ballot. If it is assumed that Mrs Thatcher is likely to get 187 votes through her natural supporters, it will be argued that the only way to stop her is

to deny her the second qualification, the 56-vote majority over Mr Heseltine.

The message to those inclined to support the third man is that this could be achieved only by voting for Mr Heseltine. The waverers will be worried, however, that by voting for Mr Heseltine they will be throwing away a vote for somebody else.

The leading figures in Mr Heseltine's campaign, Sir Neil Macfarlane and Michael Mates, know better than most the pitfalls of the abstention or the throwaway vote. In 1975

Sir Neil was in Mrs Thatcher's camp, and Mr Mates in the unsuccessful campaign of William Whitelaw, who came in on the second ballot after Mr Heath's elimination in the first round, only to be soundly defeated by Mrs Thatcher.

On that occasion it was believed widely that some Whitelaw supporters were encouraged to vote for Mrs Thatcher, then an unlikely victor, on the first round in order to force out Mr Heath. It rebounded against them as the future prime minister established an unassailable lead.

## Odds are shortening on foreign secretary

By BILL FROST

DOUGLAS Hurd moved into second favourite position in betting on the Tory leadership stakes last night. His odds were shortened to 7-2 by Ladbrokes after a flurry of bets, despite the fact that he is not even a declared contender. Ladbrokes also yesterday took its largest single bet of the contest — £15,000 on Mrs Thatcher to win.

The prime minister remained favourite as her odds finished at 2-7. "This is the result of the demand and weight of money for Mr Hurd and Mrs Thatcher," Ladbrokes said. Michael Heseltine, the dark horse from Henley-on-Thames, finished the day's betting in third position at 5-1.

William Hill, the country's largest bookmaker, said that enthusiasm among Britain's punters for the leadership contest appeared to be waning. "Our clients will sit back over the weekend and consider the form." The firm placed Chris Patten, the environment secretary and Norman Tebbit, the Chingford MP, as outsiders, both at 50-1.

The turf accountant Joe Coral has taken £7,000 on a Thatcher victory. Should she be first past the post it stands to lose £25,000. "All the money is on her, there is precious little riding on Michael," a spokesman said. However, the punters put £8,000 across the counter on Hurd succeeding Mrs Thatcher as Tory leader. Coral's odds yesterday were: Thatcher 2-5; Heseltine 7-4; Hurd 2-1.

## Which company would you buy your pension from?

### PERSONAL PENSION PLANS PAST PERFORMANCE

The following table shows the number of times a company has featured in the Top Three positions in surveys of actual results for 5, 10, 15 and 20 year regular contribution with-profit personal pension plans carried out by "Farned Savings" magazine, 1974-1990.

COMPANY	1st	2nd	3rd
EQUITABLE LIFE	14	7	3
NFI	4	8	3
PRUDENTIAL	4	4	3
FRIENDS PROVIDENT	2	2	—
NORWICH UNION	1	4	3
SCOTTISH LIFE	1	—	3
SCOTTISH WIDOWS	1	—	2
SCOTTISH AMicable	1	—	1
NATIONAL MUTUAL	1	—	—
SCOTTISH EQUITABLE	1	—	—
SCOTTISH MUTUAL	1	—	—
PROVIDENT MUTUAL	—	2	7
GUARDIAN ROYAL EXCHANGE	—	1	1
CLERICAL MEDICAL	—	1	—
SCOTTISH PROVIDENT	—	1	—
SUN ALLIANCE	—	1	—
STANDARD LIFE	—	—	3
EQUITY & LAW	—	—	1
BRITANNIA LIFE	—	—	1

Since 1974, the authoritative financial journal *Planned Savings* has published surveys of money paid out by regular contribution with-profit personal pension policies over 5, 10, 15 and 20 years.

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## THE SUNDAY TIMES

## The Ashes: four-page special

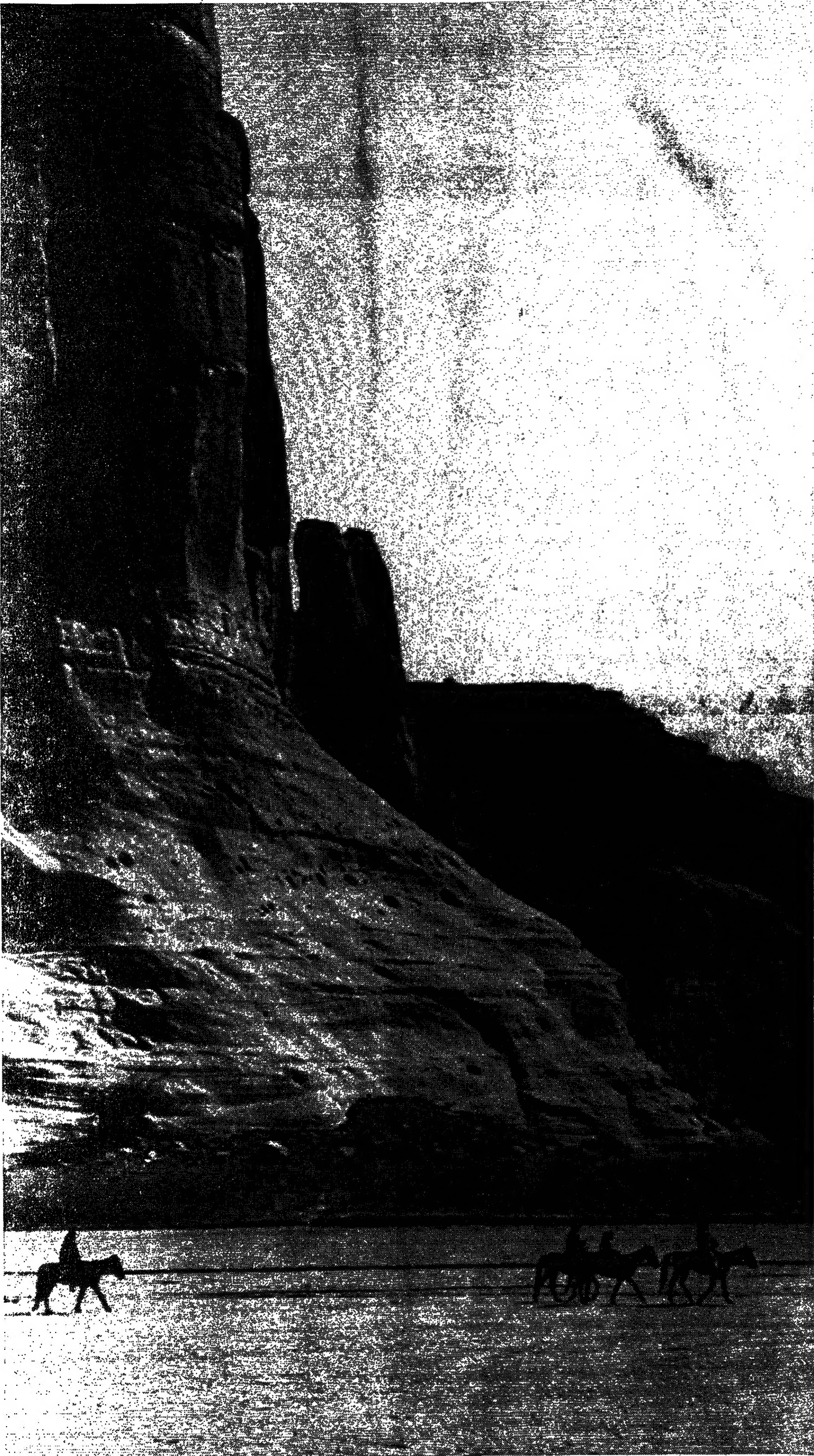
"The England party must feel apprehensive as Australia, known to be stiff with batting, can call upon their best hand of fast bowlers since Dennis Lillee and Jeff Thomson tore England apart... if Angus Fraser was to join Graham Gooch on the sick list, England would be as helpless as kangaroos in the headlights."

Robin Marlar analyses the Ashes Test series, which starts on Friday, in a special supplement with *The Sunday Times* tomorrow.

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Starting tomorrow in *The Sunday Times*: Test Selector—a fascinating game to run throughout the series, with £2,000 prize money each week.





"I have been  
away from  
Arizona for  
too long.  
The acorns  
and the  
piñon nuts,  
the golden  
crocus, the  
red flame  
of the  
candle bush,



the quail  
and the  
wild turkey,  
the giant  
cactus and  
the palo  
verdes, they  
all miss me.  
I miss them,  
too. I want  
to go back  
to them"

*Geronimo  
Chiricahua Apache*

**TWA**

To the State of Arizona.

Tory council  
prepares to  
fight threat  
of capping

Wearing  
rear seat  
belts to be  
mandatory

Bargain  
for 'Hill

Planning law



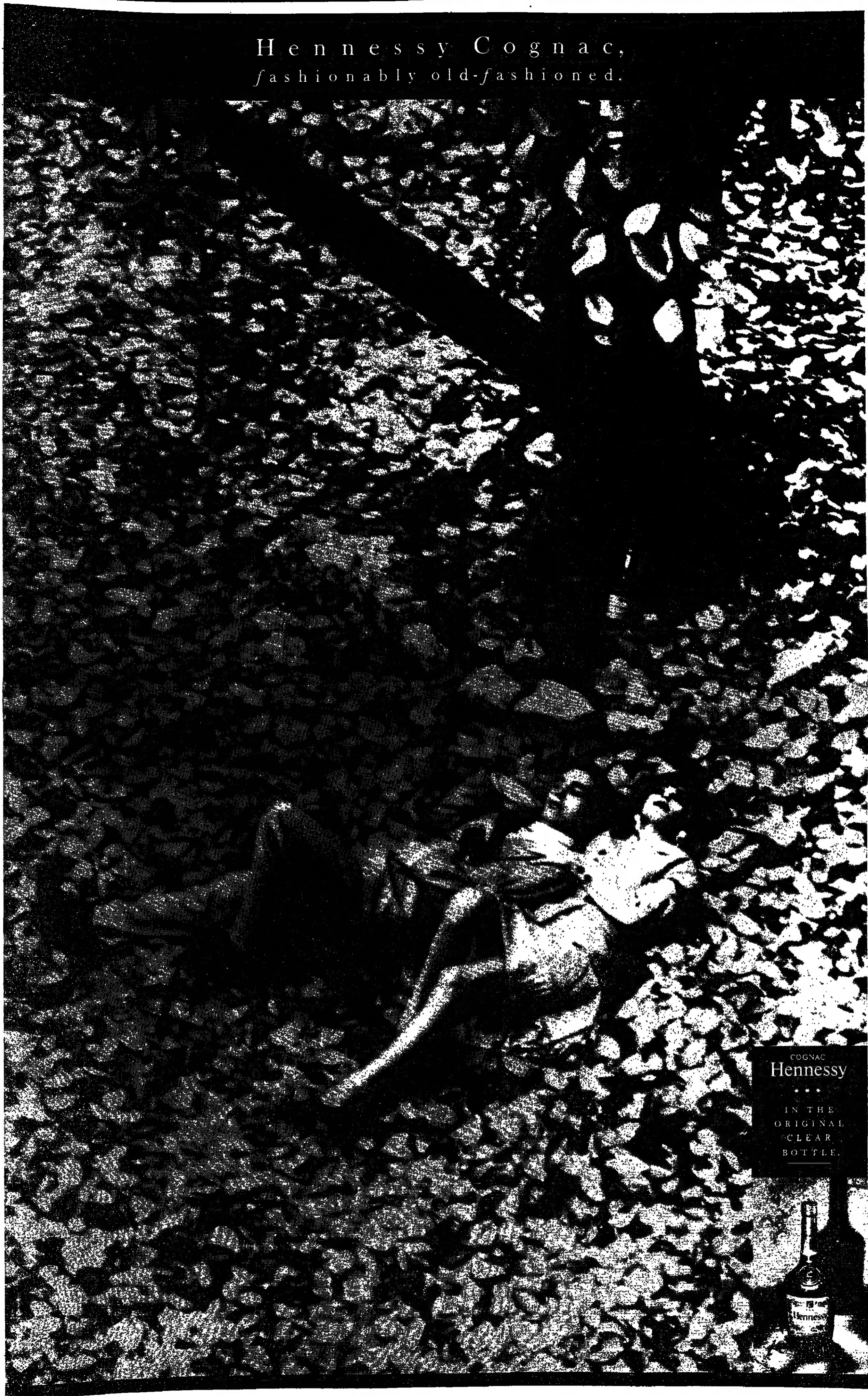


# Turder ttempt an 'on trial efore'

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and

H e n n e s s y C o g n a c,  
*f a s h i o n a b l y o l d - f a s h i o n e d .*



COGNAC  
Hennessy

IN THE  
ORIGINAL  
CLEAR  
BOTTLE.





# Saudi Arabia's rulers declare war on liberal Western influences

FROM CHRISTOPHER WALKER IN DEHAIRAN

THE Saudi royal family has begun a campaign to ward off the potentially liberalising effects of the three-month-old Gulf confrontation on one of the most surgically administered Islamic societies in the world.

In a keynote address delivered in the holy city of Mecca, Prince Naif bin Abdul Aziz, the interior minister and brother of King Fahd, said that all public demonstrations, even those in favour of what he described as "legitimate rights and demands", would not be tolerated.

The speech, delivered to a meeting of a university society attended by leading Saudi intellectuals, was seen as a declaration of war against the influences being imported by more than 300,000 foreign soldiers now based on Saudi soil, a large proportion of them Christians and Jews.

The prince, who has run the interior ministry with a rod of iron since 1975, said that demonstra-

tions were unnecessary as long as the doors of officials were open for discussion. He told his audience that he "regretted" the negative effects of the Gulf conflict, chief among which was this month's unprecedented demonstration by 47 veiled Saudi women demanding the right to drive.

Earlier this week the interior ministry announced a formal ban on all women drivers and said that unspecified "detrimental punishment" would be meted out to those who disobeyed. Widespread international reporting of the protest in Riyadh by Western journalists originally given entry visas to cover the Gulf has infuriated religious conservatives.

United States diplomatic sources said the prince's speech indicated that conservatives had gained the upper hand over technocrats, many of whom have been educated abroad. Prince Naif said that the women, who received permission to protest from their

husbands, included "those who had lived abroad and received a non-Islamic education".

The ministry's ban is being ignored daily by hundreds of American servicewomen who drive while working. Already the women who participated in the protest have faced a backlash, with at least six being suspended from teaching jobs on the all-female campus of King Saud University. Fundamentalists tore the professors' nameplates off their office doors and scrawled the word "infidel" in their place.

The demonstration highlighted the secondary status of women in the kingdom, where male permission is required to travel, check into hotels and many other actions. Some protesters argued that they had been influenced by the threat of war in the Gulf and the danger they now faced of remaining immobile if war broke out. Prince Naif accused the women of defying Islamic values and social traditions.

In an attempt to keep Western influences at bay, strict censorship is being applied to those Western newspapers permitted into Saudi Arabia. Some, like the *British tabloids*, are banned altogether, to the annoyance of thousands of British troops who have little knowledge of Saudi religious traditions.

Every day, sections of the papers on sale are blacked out by the censors with an impenetrable black felt pen, including a half-page picture in *The Sunday Times* of Nancy and Ronald Reagan kissing, numerous advertisements and any suggestion of too much bare female flesh.

Most references to changes in Saudi society are torn out by the censors who, according to expatriates, have become more rigorous since Operation Desert Shield began. The *Daily Telegraph* on Monday lost a whole page which the remains of a torn-off corner indicated had been devoted to Christmas shopping.

The advent of Christmas is expected to further highlight cultural differences. Western sources said the import of Christmas trees and decorations for the troops was being opposed because of their religious significance.

United States sources said that Saudi anger over the publicity given to the pro-driving demonstration had prompted some officials to suggest that the Western press should be sent home. This idea had been countered by American military officials in charge of the large US public relations team operating here.

## Poll says Britons back use of force

By ROBIN OAKLEY, POLITICAL EDITOR

DESPITE weakening American support for military action in the Gulf, more than three in five of the British public believe it is right for troops to be used against Iraq.

Asked in a new Times/Mori poll if American and British troops should be used against Iraqi troops in Kuwait, 62 per cent said they should and 27 per cent that they should not.

A third of the respondents who wanted military action believed it should be taken immediately, with less than a fifth wanting to wait for one to two months or more.

The findings demonstrate strong public support for Mrs Thatcher's position on the Gulf following her warning that if President Saddam Hussein does not withdraw from Kuwait "soon", military force will have to be used. Fifty-seven per cent of poll respondents believed that there would be a military conflict with Iraq involving British forces before Christmas.

When those who favour action were asked when America and Britain should take it, 33 per cent said they should do so immediately. Six per cent favoured one to two weeks, and the same number three to four weeks. Ten per cent said military action should be delayed for one to two months and 11 per cent said that it should be more than two months before troops went in. More than a quarter (28 per cent) of those who think troops should be used were uncertain on timing. About a fifth of the poll respondents appeared to want a longer trial for sanctions.

The Gulf conflict appears to have captured public imagination. Asked how much they cared whether Iraq moved its troops from Kuwaiti soil, 69 per cent of

respondents said very much and a further 20 per cent that they cared a little. Seven per cent said they did not care at all. Those who care represent a higher figure than at the time of the Falklands conflict, when 54 per cent of the public said they cared very much about recovering the islands.

There is a clear gender gap in the responses on whether military action should be taken. Men split 72-22 in favour of using troops. Women split 52-32 in favour. In party terms 75 per cent of Conservative supporters favoured military action to 55 per cent of Labour supporters and 54 per cent of Liberal Democrats.

When people were asked how likely it was there would be a military conflict with Iraq involving British forces within the next month, 25 per cent saw it as very likely and 32 per cent as fairly likely. This compares with 22 per cent who see such action as fairly unlikely and 10 per cent who regard it as very unlikely.

Mori interviewed 1,088 adults aged over 18 face to face at 55 convenience sampling points on November 15. Data were weighted by housing tenure, trade union membership and working status to reflect the population.

© Mori/Times newspapers

Leadership poll, page 2

Letters, page 11

## Lange hits at Western hypocrisy

FROM ROBERT COCKBURN IN SYDNEY

DAVID Lange, the former New Zealand prime minister, yesterday accused Western countries of hypocrisy over Iraq's invasion of Kuwait. Citing the United States military interventions in Panama and Grenada, and the bombing of Libya, he said the West needed to engage in self-examination over Kuwait.

Launching a new book in Sydney, Australia, on his way home from a private mission on which he negotiated the release of New Zealand's 16 hostages in Iraq, Mr Lange said: "Isn't it a little odd to point quarter of a million troops in the direction of Iraq, when (the United States) just in the last few years walloped Libya, invaded Grenada, stomped Panama - you name it, they've been there."

"Isn't it a bit odd that Liberia is an abhor of carnage and human suffering and we don't even pass a UN resolution about it?" Mr Lange said more dialogue was needed to understand President Saddam Hussein, joking that, as a former prime minister himself, he could understand the Iraqi leader ordering the execution of five members of his cabinet.

Mr Lange also lambasted Bob Hawke, the Australian prime minister, for failing to endorse an official diplomatic mission to Baghdad which he believed could win the release of all Australia's 32 hostages. Mr Lange alleged that Mr Hawke was reluctant because did as he was told by President Bush in Gulf matters.

Despite the government's objections, two private Australian missions are seeking the release of the trapped Australians. Four prominent members of the Arab-Australian community, led by Edward Obied, the publisher, left Sydney yesterday. Tom Uzun, a former Labor MP, and Janine Haines, the former Democratic party leader, leave for Baghdad today.



Brothers in arms: Yasser Arafat, the PLO chairman, greeting Vladimir Petrovsky, the Soviet envoy, at talks on the Gulf confrontation, which began in Tunis yesterday

Sky watch: Nasa workers watching the shuttle Atlantis streaking across the sky after its Cape Canaveral launch on Thursday to deploy what is believed to be a spy satellite in space

## American satellites to keep early-warning eye on Iraqis

By NIGEL HAWKES, SCIENCE EDITOR

AMERICAN commanders in the Gulf, critically dependent on early warning of any moves by President Saddam Hussein, are much better placed this weekend after two successful space launches within four days.

The shuttle Atlantis, launched from Cape Canaveral on Thursday night, followed hard on the heels of a Titan 4 rocket which left the pad on Monday night. Both were military missions aimed at improving satellite coverage in the Gulf region.

The Titan 4, the most powerful American rocket and designed to be the workhorse of the Penta-

gon's satellite programme, is believed to have carried an infra-red early warning satellite into geostationary orbit on Monday. Such satellites detect heat and would be useful for spotting the launch of any of Iraq's Soviet-built Scud missiles. It could also be used for monitoring tank concentrations or abnormal road traffic.

There are two possibilities for the Atlantis payload, according to John Kerr of the International Institute for Strategic Studies in London. It could be a "Keyhole" KH-12 high-resolution imaging satellite, equipped with a 12 ft camera that can provide enor-

mously detailed visual and infra-red pictures. These satellites, also known as Advanced Crystal, can watch by night and day but would be defeated by heavy cloud cover.

To penetrate cloud, the Americans might instead have launched a Lacrosse radar-imaging satellite on board Atlantis. Lacrosse can deliver data in all weathers, but its resolution is not as good as the KH-12, which can easily distinguish between individual vehicles on the ground. Both the KH-12 and Lacrosse operate in relatively low polar orbits, which bring them over the Gulf only a couple of times a day.

Other experts suggest that the shuttle payload is a Magnum signals intelligence satellite, designed to listen in to Iraqi telecommunications and radio traffic.

The payload, given the code-name AF (Air Force) Project 658, weighs 22,000lb, making it one of the heaviest objects put into orbit. A second stage rocket was included to raise it into a higher orbit after release.

For comprehensive coverage, many low-orbit surveillance satellites are needed, but before this week's launches the United States had only four: one KH-12, two earlier KH-11 or "Big Bird" satellites, and one Lacrosse. In addition it has a number of electronic eavesdropping satellites which can listen to Iraqi telephone and radio communications.

Frustration with the American space agency Nasa has forced the Pentagon to develop the Titan 4, which costs \$80 million (\$40.8 million) less per mission than the shuttle. Monday's launch was the third for Titan 4, which is expected to carry all secret satellite missions in future.

Meanwhile, the risk that Iraq will try to use a primitive nuclear bomb as a terror weapon in the Gulf diminished with the announcement on Thursday from the International Atomic Energy Agency in Vienna that its inspectors have been invited to Iraq to verify that the small amount of enriched uranium the country possesses has not been made into such a weapon.

## More tanks on standby for duty in the desert

By MICHAEL EVANS, DEFENCE CORRESPONDENT

BRITISH tank units in Germany have been put on notice to be ready to leave for Saudi Arabia within two weeks. The reinforcements will join the 7th Armoured Brigade, the Desert Rats, in the northeast of Saudi Arabia.

Although the new deployment from Britain is not expected to be announced by the government until early next week, Archie Hamilton, the armed forces minister, gave the first indication that preparations were already under way. In a written Commons answer, Mr Hamilton said that some army units had had their "notice to move" reduced. Two Royal Navy minehunters had also been ordered to stand by for Gulf deployment.

Theoretically, army units are always on seven days' notice to leave for an operation anywhere in the world. However, an armoured unit could never be ready to move in such a short space of time to the Gulf. When the Desert Rats were told of their orders, they were given 14 days' notice to move.

Mr Hamilton did not name any of the units, but reports from Saudi Arabia earlier this week

suggested that the 4th Armoured Brigade, or elements of it, would be sent. The 4th and 7th Armoured Brigades are part of 1st Armoured Division in Germany. If a full brigade is sent it will include at least one regiment of 60 Challenger tanks, an infantry battalion of 650 men equipped with Warrior and other armoured fighting vehicles, and probably an artillery regiment with 155mm howitzers. The 4th Armoured Brigade had already been selected as the replacement unit for the Desert Rats after six months.

The deployment of a second brigade would make up the equivalent of a full division which would require the establishment of a divisional headquarters under the command of a major-general.

In the Gulf yesterday, HMS Brazen, a Royal Navy frigate, stopped and boarded a Panamanian-registered tug, the *Crowley Storm*, on its way to Iraq. The tug was boarded by crew members from the Type 22 frigate about 50 miles off the coast of the United Arab Emirates. A Navy spokesman said nothing suspicious was found.

## Senators accused of 'trading honour'

Washington - The United States Senate faces the "utter ruin of its reputation" unless it breaks the link between political favours and campaign contributions, according to the opening statement in the so-called "Keating Five" case, which went into its second day yesterday (Peter Stothard writes).

The six-man Senate ethics committee heard evidence from its special counsel, Robert Bauman, that three of the five senators accused of putting pressure on federal regulators on behalf of the collapsed Lincoln savings and loans company had failed to acknowledge the depth of their links with Charles Keating, the disgraced owner of Lincoln. Mr Keating provided \$1.3 million (\$660,000) in campaign contributions for the five senators: Alan Cranston of California, Dennis DeConcini and John McCain of Arizona, Donald Riegle of Michigan and John Glenn of Ohio. The money was given at the same time as he was soliciting the senators' help to protect Lincoln from regulatory restraint. Lincoln became the most prominent of the savings and loans companies whose failure cost the American taxpayer at least \$500 billion.

On a day marked by unexpectedly severe charges, Howell Heflin, the ethics committee chairman, told the senators that, according to the public view: "You sold your office, traded your honour and your good name for contributions and other benefits."

## Confidence vote

Delhi - Chandra Shekhar, India's new prime minister, won a vote of confidence in parliament after a seven-hour debate in which opposition MPs accused him of opportunism and disloyalty for heading a minority government backed by the Congress (I) party. His victory was made possible because about 58 MPs from the Janata Dal party of V. P. Singh, the former prime minister, crossed the floor to join Mr Chandra Shekhar's new party, the Janata Dal (Secular).

## Yuan loses value

Peking - China said it would devalue its currency by 9.57 per cent, its second devaluation in less than a year, in order to increase economic development. Under the new rate, 5.187 yuan will equal \$1, compared to 4.7 previously. China's currency, which is not convertible on world money markets, is believed to be undervalued. The new rate is still slightly below that used on the black market. The last devaluation took place in December 1989. (AP)

## Sold into slavery

Johannesburg - Refugees from the civil war in Mozambique are being lured to South Africa with promises of well-paid jobs, and sold as forced labour or for sex to black businessmen and white farmers. The slave trade was exposed by a Johannesburg newspaper, *The Weekly Mail*, which said that young men and women were being sold for between £40 and £60. Those who protest are assaulted and threatened with expulsion as illegal aliens.

## Storm warning

Manila - Weather forecasters reported the approach of a new tropical storm as the death toll from Typhoon Mike, which hit the Philippines on Tuesday and Wednesday, rose to at least 218. Most of the victims were killed by landslides or drowned. More than one million people lost their homes. The storm also sank or damaged dozens of ships and caused devastation in Cebu, the country's second commercial and transport centre. (AP)

## Republican wins

San Diego - Election officials said that Randy "Duke" Cunningham, the Republican candidate, defeated Democratic representative Jim Bates in Congress's last undecided election. The results of the November 6 polls had been delayed while thousands of absentee ballots were counted. Mr Bates had declined to concede defeat. California now has 26 Democratic and 15 Republican representatives, a gain of one seat for the Republicans. (AP)

## Plea for hostages

Sheikh Mohammed Hussein Fadlallah, the spiritual guide of pro-Iranian Lebanese groups believed to be holding Terry Waite and John McCarthy, yesterday called for Western, Iranian and Lebanese hostages in Lebanon to be freed (Andrew McEwen writes). He told worshippers at Friday prayers: "We should work towards closing the file of the unjustly held hostages and captives, whether they were Iranians, Americans, Europeans or Lebanese."

## Remote control

Toronto - A technology company says it has developed a radio system which allows drivers to switch on car heaters or air conditioning from almost 700 yards away, even with buildings in between. The firm said the device could switch on headlights to help locate a car in the dark, sound the horn to scare away vandals, and unlock the doors for a fast getaway. The alarm also sounds and pages the driver if anyone tampers with the car. (Reuters)

## Soviet immigrants suffer Jewish identity crisis

JERUSALEM NOTEBOOK by Richard Owen

There is embarrassment in Israel over the revelation by Rabbi Yitzhak Peretz, the minister for immigration, that as many as a third of the "Jewish immigrants" from the Soviet Union are not Jewish at all. The question of "who is a Jew" has long been a contentious one within the right-wing coalition led by Yitzhak Shamir. The debate will be sharpened by the entry into the coalition yesterday of yet another orthodox religious party, Agudat Israel.

Many of the Soviet Jews emigrating to Israel have no knowledge of Judaism and have trouble producing documents to prove Jewish ancestry. Rabbi Peretz used a visit to Moscow this week to disclose that a large proportion, perhaps as many as 40 per cent, are not Jews by any definition.

Some masquerade as Jews, often buying forged birth certificates, to get out of the Soviet Union in the hope that they can

travel from Israel to the United States. However, by far the majority of non-Jews arriving in Israel are married to Jews. On discovering this problem of mixed marriages, Rabbi Peretz declared that the Law of Return entitling any Jew anywhere in the world to settle in Israel was a "bad law" which needed tightening up. Non-Jews were using up scarce resources, he said.

The resulting outcry has shaken the Shamir government, already under fire for failing to provide jobs and housing for the one million immigrants expected by 1992. The *Jerusalem Post* said yesterday that the rabbi's remarks were scandalous. The blame for the migration shambles lay not with non-Jews taking advantage of the Law of Return but with the government itself.

Judge Miriam Ben-Porat, the outspoken state comptroller, accused Mr Shamir of neglect and short-sightedness over immigration, stinging the prime minister into the retort that Mrs Ben-

Porat was exceeding her authority. The press took the judge's side, with *Maariv* saying that the government's lack of emergency planning was a catastrophe.

The one point which appears to have been overlooked in the furor is that if so many of the new immigrants are not Jewish, Israel's hopes of maintaining its demographic advantage over the Palestinian

population in the next few decades look much less bright.

Jerusalem is enjoying an Indian summer, with a welcome return to the outdoor cafe life. But fear and anxiety are never far below the surface, reinforced by the threat of war in the Gulf - with Israel becoming a target for Iraqi chemical weapons - and by the marked deterioration in Arab-Jewish relations since the Temple Mount killings last month.

All this has had a disastrous impact on tourism, normally one of Israel's main sources of revenue. According to Dov Cogan, the vice-president of El Al, tourism figures are 80 per cent down on last year. Last October 6,000 foreign tourists flew on charter flights to Eilat on the Red Sea. Last month, no charter arrived in Eilat at all.

Jerusalem, moreover, is becoming a divided city again, 23 years after reunification, as Israeli Jews refuse to enter Arab East Jerusalem, for fear of being

stabbed or assaulted. Many Israelis, for that matter, have even become wary of using shops and other businesses in West Jerusalem which employ Arabs.

The issue has been seized on by the increasingly vocal far right, with followers of the late Rabbi Meir Kahane intimidating Jewish shopkeepers who employ Arabs. In a surreal twist this week, a Kahane activist stabbed a Jewish butcher for employing an Arab, on the ground that the Arab might, at some stage stab a Jew. Any Arab is seen as a potential assassin, especially since the fatal stabbing of three Jews by a previously mild-mannered Palestinian labourer in the quiet and leafy district of Baka a month ago.

Small wonder the press is full of advice on coping with stress. Dr Ofra Ayalon, author of a book entitled *Life on the Edge*, advises Israelis on how to cope with trauma and to "immunise stress in emergency situations".



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# Tory council prepares to fight threat of capping

By DOUGLAS BROOM, LOCAL GOVERNMENT CORRESPONDENT

THE first Conservative council to face charge capping announced yesterday that it would take its case for special treatment to ministers.

Leaders of Langbaurgh on Tees council, North Yorkshire, say that unless ministers make concessions, they will be the first Tory council to be capped since Portsmouth was rate-capped in 1985.

They blame their plight on serious shortcomings in the system used to set standard spending assessments and say that the only alternative to capping would be service cuts of almost £3 million, a sixth of their total budget.

The council predicts that its £420 a head poll tax will have to rise to £480 even if it keeps within government guidelines.

Mr Patten has set a limit of £11,724,000 on the council's budget for next year, £6.2 million less than it plans to spend in the current financial year. The council, however,

will not be forced to cut back to the lower figure.

Because capping can be applied only to councils with budgets of more than £15 million, ministers would have no power to force Langbaurgh to go below that figure. Meeting the £15 million target would, however, still involve a cut of £2.9 million.

Keith Abigail, the council's chief executive, said yesterday: "It is absolutely horrendous. In order to keep up with inflation we actually need to spend £19.5 million next year so we are really talking about a £4.5 million cut."

The spending limit, he said, had been set too low because the formula used to calculate the urban density of the area took no account of the special problems faced in Langbaurgh. In particular, two large industrial complexes run by British Steel and ICI at Grangewood were treated as if they were open countryside for the purposes of the spending formula.

As a result, Langbaurgh had a spending limit of £106 per head of population compared to £163 for Middlesbrough, which had a similar industrial make-up.

Mr Abigail said that figures in the spending formula for social deprivation in the area, where unemployment remains close to 10 per cent, were based on statistics from the 1981 census.

Among cuts being considered by the council is the ending of its £1.5 million a year concessionary travel scheme for the elderly and job reductions.

Ron Hall, who leads the council's minority Conservative administration, will join Mr Abigail and Richard Hopt, MP for Langbaurgh, next Wednesday for a meeting with Robert Key, the junior environment minister. They will ask him to exempt the council from capping.

## Wearing of rear seat belts to be mandatory

By PETER MULLIGAN, PARLIAMENTARY STAFF

PASSENGERS in the back seat of cars, including taxis, will have to wear seat belts under regulations planned to take effect in July next year, MPs were told yesterday.

Christopher Chope, the minister for roads, announced in the Commons that the wearing of rear seat belts, where fitted, was to be compulsory. He said the move would save 100 lives a year and prevent 1,000 serious injuries.

Speaking during a debate on road safety, he said: "With such huge benefits available, we must not delay." The government has issued a consultation paper inviting comments on the proposal. Subject to those and the approval of parliament, the law would be brought into force by the middle of 1991.

The proposal was supported by Joan Ruddock, a shadow transport minister, although she questioned whether further consultation was necessary. The case had already been made out, she said.

Mr Chope said the law would affect about six cars out of ten that had rear seat belts. It has been compulsory to fit rear seat belts in new cars since 1987. Casualty savings would be greater as the proportion fitted with the belts rose each year. He told MPs that on average 16 people were killed and 165 seriously injured on the roads each day. "This is the price in wasted lives and ruined lives which we are paying for the convenience and flexibility of road transport on which we all depend," he said. The compulsory wearing of front seat belts had saved at least 200 deaths and 7,000 serious injuries each year.

Mr Chope ruled out introducing random breath tests and said he was "not minded" to make it compulsory to keep breath-testing kits in places of entertainment so that people could test their alcohol level before driving home.

The RAC and the Automobile Association welcomed the proposal on rear seat belts and urged passengers to start wearing the belts immediately. The Royal Society for the Prevention of Accidents expressed concern that car owners were not being required to fit rear seat belts.

## Bargain £126,500 for 'Hilliard' work

By JOHN SEAW

A FULL-LENGTH portrait believed to be by Nicholas Hilliard, the greatest miniaturist at the Elizabethan court, was bought for the National Portrait Gallery at Christie's in London yesterday.

It shows Elizabeth, eldest daughter of James I and Queen Anne, who later became Queen Elizabeth of Bohemia. She is in a rich, gold embroidered dress and wears a gold chain with an elaborate jewel. The catalogue gives the artist as Robert Peake the Elder but Sir Hugh Leggett, who bought the painting for £126,500 on behalf of the gallery, said afterwards he believed the portrait was by Hilliard himself "and the country has secured a great masterpiece."

"I am quite sure this is one of the missing full-length portraits by Hilliard. The face and hands are so detailed, the dress is ravishing and the jewel the sinner is wearing appears on a miniature by Hilliard in the V & A." The painting, estimated at £30,000 to £50,000, was sent for sale by the North Carolina Museum of Art and it was returning to this country for the first time since the first world war.

Portraits generally did well in the auction despite a major failure in Benjamin West's study of General Monkton of Quebec, estimated at £1 million to £1.5 million. It was sent for sale by the descendants of the 8th Viscount Galway, but it failed to prompt a bid, in the



Hospital hotline: an officer at the Emergency Bed Service's operations room making an attempt to secure admission for a sick patient

## A daily struggle in search of beds for the sick

AN 85-YEAR-OLD man complained of chest pains and was seen twice in four days by his local hospital, but when his family doctor diagnosed pneumonia the hospital refused him a bed.

The hospital, Guy's, which is in Southwark and three miles from the patient's south London home, has closed 102 beds. The man's doctor contacted London's Emergency Bed Service (EBS), where Matthew, an assistant in the operations room, was told by Guy's "Sorry, we're on yellow alert", meaning that it would accept only the most urgent cases.

Matthew is based on the top floor of an office block near London Bridge. He works from a large map of London, running from floor to ceiling, showing every hospital. Next to that is a complex system of tags indicating the constantly changing facilities each hospital can offer on that day.

After Guy's refused the man a bed, Matthew phoned four other hospitals in Lambeth, Camberwell, Dulwich and as far away as Greenwich. After being turned down by all four he handed the case to a duty doctor, who invoked a "medical reference", which means that he ordered Guy's to take the patient at once. The bed-finding operation had taken 36 minutes and an ambulance that had been put on alert took the man to Guy's accident and emergency department.

Cases like that are now a daily, often hourly, event at the emergency service. Graham Hayter, the manager, believes his service is a barometer of the seriousness of bed shortages in London and points out that the increase in cases where hospitals are ordered to take patients in is almost exactly with the

Bed cuts are creating a crisis in the NHS, doctors say. Nicholas Watt discovers how an emergency service is coping with the difficult task of getting sick patients into hospital

waves of London bed closures. When the first wave occurred in 1984 only 8 per cent of the EBS's 29,107 cases went to medical reference. In 1985 the figure rose to more than 12 per cent. Today, as hospitals feel the bite of 1,000 London bed closures since April, the figure is nearly 30 per cent, a 50 per cent increase on last year. The EBS operates only in Greater London, where hospitals are spread randomly and their locations do not relate to population levels. Where doctors believe that their patient's condition is not immediately life-threatening they use the EBS rather than the 999 service. Hospital staff at all levels are often confused about the service and are not aware of

its powers. In one case a hospital repeatedly refused to take a middle-aged south London man who was severely ill with gastroenteritis, because the registrar mistakenly thought that the patient did not live in the right catchment area. The EBS spent two hours trying to place the man in two hospitals but his exasperated family eventually took him to another, which accepted him.

After another case, in which a hospital was forced to take a patient one day this week, a doctor there said: "The EBS can be a bloody nuisance when they invoke the reference procedure." Mr Hayter said: "When medical referencing becomes routine then all is not perfect. It means that other patients in the system are squeezed out and hospitals have to perform balancing acts."

The emphasis on efficiency within the NHS was all very well but it created an inflexible system. "Hot bedding, where there is a minimal interval between a

patient vacating a bed and another taking that place, does not allow for unplanned admissions."

He said that waiting lists were growing as emergency cases took up scarce beds. Ministers might say that London had enough beds for the population, but with up to 25 per cent being used by patients from the provinces the system was under great strain.

The answer lay in concentrating not just on the emergency cases but on planning for other demands for beds, such as people on waiting lists. "These patients are just as important because if their treatment is postponed they will turn into emergency cases," he said.

Dr Alan Montague, the senior registrar at Guy's, said that staff at his hospital's accident and emergency department were working under considerable stress. The frequent calling of yellow alert meant that there was a shortage of beds, forcing patients to wait for treatment on trolleys.

## Marconi contracts case is dropped

The six-week trial of Marconi, the defence contracts company, ended yesterday when the prosecution case was dropped.

Mr Justice Buckley instructed the jury at Winchester Crown Court to find Marconi and two subsidiary companies based in Portsmouth, Hampshire, not guilty and they were discharged.

Major General John Sturge, former general manager of Odiham, Hampshire, William Didcot, former contracts manager of Bridgwater, Somerset, Richard Ellingham, former commercial director of Sible Hedingham, Essex, and Roger Pepperell, former chief accountant of Fair Oak, Hampshire, were also discharged.

The charges had related to claims that the companies and executives had cheated the defence ministry over contracts for the supply and development of communications equipment between ships and shore. An explanation of the decision, which followed a statement from a new prosecution witness, will be made in court on Monday.

## Accidental death

A verdict of accidental death was recorded yesterday on Ian Parry, a photographer aged 24, who was killed in an air crash in Romania on December 28, last year. The coroner in Prestatyn, Clwyd, said Mr Parry, who was working for *The Sunday Times*, would have died instantly.

## Costs refused

Six police officers, who were on duty when 95 people died at the FA Cup match at Hillsborough, Sheffield, in April 1989 and who fear action could be taken against them, have been refused legal costs by their police authority for a second time.

## Water alert

Aluminium levels five times higher than normal have been found in a water treatment plant at High Newton, Cumbria, and 2,000 customers in Holker, Ravensthorpe and Flookburgh have been switched to an alternative supply.

## Gulf posting

Surface mail for members of the forces in the Gulf should be posted by December 1 to arrive by Christmas, the defence ministry said yesterday and second-class post should be sent by December 13.

## M1 closure

Six miles of the M1 between junctions 23 and 24 in Leicestershire will be closed tonight, from 10pm, and tomorrow night for bridge building.

## Holding on

British Telecom was trying to restore services to all payphones in Scarborough yesterday after a fire wrecked the main exchange in Northway, cutting off 23,000 subscribers.

## School pay differential endorsed

By DAVID TYLER, EDUCATION EDITOR

SCHOOLS should be allowed to set their own pay scales for teachers, Kenneth Clarke, the education secretary, said yesterday as he published legislation to restore negotiating rights to the six teacher unions.

Mr Clarke said that local authorities should use their new powers to pay extra salaries to attract highly qualified teachers and help reduce shortages in subjects such as mathematics and science. "I expect this to become an increasingly attractive option for employers and teachers in future years," he said.

The bill has been criticised by the teacher unions for allowing the government to impose its own settlement if negotiations take too long or to propose a settlement above the national interest. All the unions oppose the idea that teachers in subjects where there are shortages should be paid more.

Rowdy pupils, aggressive parents and classroom stress are leaving serious mental and physical scars on teachers, a report by the Health and Safety Executive said yesterday.

The report urged development of a "caring culture" in schools, with staff encouraged to produce a spirit of co-operation and camaraderie to overcome classroom isolation.

## Global task force planned to tackle supertanker spills

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

AN INTERNATIONAL anti-pollution task force capable of supervising the rapid response needed to contain the environmental hazards caused by supertanker accidents is being planned for London.

The force would be responsible for drawing up global accident contingency plans, arranging regional stockpiles of equipment and chemicals needed to fight large oil spills, and co-ordinating anti-pollution specialists.

The initiative stems from the Exxon Valdez incident off Alaska last year when an estimated 267,000 barrels of crude oil were spilled into Prince William Sound with devastating environmental consequences. While attention focused on the \$2 billion clean-up operation, environmental organisations were astonished at the lack of centralised information on international anti-pollution resources. Many countries are effectively left on their own to fight oil spills without any mechanism to facilitate support from neighbouring countries.

Delegates from the 134-member International Maritime Organisation (IMO), the United Nations agency responsible for keeping the world's oceans safe and clean, arrive at the IMO's headquarters in London on Monday in an attempt to agree on a new maritime convention designed to eliminate the

shortcomings highlighted by the Exxon Valdez incident.

The delegates will be asked to agree to a maritime convention on "oil pollution preparedness and response", making international assistance mandatory, backed by regional stockpiles of equipment, chemicals and sprays. The convention will help to focus the maximum amount of assistance in the first 12 hours of a pollution emergency.

IMO officials expect the task force to be based in

London, supported by the staff, computers and communications equipment necessary to provide the supervision and co-ordination that is lacking in responses to large-scale incidents.

The UK already has an anti-pollution task force which conducts voluntary exercises in the North Sea with similar organisations in Europe. Under the convention this model of co-operation would be obligatory and extended throughout the world.

## Planning law would increase compensation

By JOHN YOUNG

THE government's radical proposals to streamline the planning system, which include increased compensation for people whose homes are compulsorily purchased, were published yesterday in the planning and compensation bill.

Michael Spicer, the planning minister, said the proposals aimed to make the planning process far more clear-cut; he hoped there would be far fewer disputes and appeals.

The most important change on compensation will be an increase in payments to owner-occupiers whose homes are compulsorily purchased. They will receive the market value of their home, plus 10 per cent of the value up to a maximum of £15,000. The minister estimated that the total cost of compensation payments would rise from £47 million to £97 million a year.

Mr Spicer said that there would be a presumption against planning applications that conflicted with structure and local plans, and councils would be expected to follow government guidelines on the need for new housing and other development. The minister said he wanted local authorities to exercise a greater degree of self-regulation to avoid conflict.

The bill would strengthen planning authorities' enforcement powers and simplify procedures. This would help to ensure that unacceptable development was either prevented or put right quickly.

The bill's main proposals include: 

- Local authorities will be able to enter premises where a breach of planning control is suspected and to issue planning contravention notices. Failure to comply with these will be an offence.
- The maximum penalty for planning enforcement of

fences will rise from £2,000 to £20,000.

A new "lawful development certificate" will let planning authorities determine whether development has become immune from enforcement action or whether permission is still required. The "established use" procedures will be phased out.

Councils will be able to refuse to determine repetitive planning applications if they are made within two years of an unsuccessful appeal to the environment secretary.

The secretary of state may dismiss an appeal if he considers that the appellant is responsible for undue delay.

Costs may be awarded against a party who behaves unreasonably in insisting on an enquiry or a hearing, instead of using written representation.

The provisions by which local authorities grant themselves planning permission will be revised. The environ-

ment secretary will be able to regulate the use to which local authority land is put.

Rules covering the deposit of mineral waste and the care of land where excavation has taken place will be tightened.

The Council for the Protection of Rural England described the bill as "a hop and a step but no jumps in the right direction".

Tony Burton, the council's senior planner, said the bill should also have included transport and energy use and large-scale agriculture and forestry. He was disappointed there was no provision for better public participation.

The Royal Institution of Chartered Surveyors said the bill did not go far enough, and that compensation should be paid to all whose property was compulsorily acquired. Kent county council welcomed the proposals for better compensation for people affected by transport schemes such as the Channel Tunnel.



Michael Spicer: hoping for fewer disputes

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# Popes against the Eurocrats

Clifford Longley

When an unusual word appears in their newspaper, people rush to the dictionary. One they will not find, even in the great *Oxford English Dictionary*, is subsidiarity. It figures in the arguments about Britain's place in the European Community, and some believe it to be the fundamental principle at stake. But what does it mean?

Subsidiarity is often summarised as the principle that decisions should be taken as far down a hierarchical power structure as possible, as close to those affected as possible. It is therefore closely related to the concepts of participation and democracy. So national governments should not do what local government can do; local authorities should not usurp what neighbourhoods can do. The abolition of the Greater London Council and the Inner London Education Authority, their powers transferred to the boroughs, was a good example of subsidiarity. The transfer of education to national government would conflict with it.

The first and classic definition, not quite the one rapidly becoming familiar in EC shorthand, dates from 1931. Subsidiarity "is a fundamental principle of social philosophy, fixed and unchangeable, that one should not withdraw from individuals and commit to the community what they can accomplish by their own enterprise and industry". The clue is "fixed and unchangeable": the only people who speak like that are popes, who do not have to explain how a principle first stated clearly in 1931 can already be "fixed and unchangeable".

The words are from the great encyclical *Quadragesimo Anno* of Pius XI. He went on to add a secondary definition with which controversy has been associated. "So too it is an injustice and at the same time a grave evil and disturbance of right order to transfer to the larger and higher collectivity functions which can be performed and provided for by lesser and subordinate bodies."

While 1931 was the crucial year in the crystallisation of the concept of subsidiarity, however, the authorities say the principle was implicit in the teachings of Pope Leo XIII in the 1890s. He is said to have based it on Aquinas, who developed it from St Paul (1 Corinthians 12), who may have got it from the neo-platonists.

So subsidiarity is drawn more from natural-law philosophy than from revelation. It is not necessary, in other words, to be a Roman Catholic to believe in it. But the considerable influence of Catholics in the Brussels secretariat and the European Parliament would explain how the word has entered contemporary politics. It is also said to have been taken up in French socialist thinking in the 1930s, possibly as an antidote to communist centralism, so it is not surprising that it is a word known and used by Jacques Delors.

Ironically, none of the popes who have promulgated it as Catholic social teaching was comfortable about applying it to the church itself, though that was the context of St Paul's treatment.

Pope XII also used subsidiarity and Pope John XXIII loved it dearly, including an enthusiastic passage on it in his encyclical *Mater et Magister*. The intervention of public authority, he said there, was to "encourage, stimulate, regulate, supplement and complement". He went on: "The state should leave to these smaller groups the settlement of business of minor importance. It will thus carry out with greater freedom, power and success the tasks belonging to it... Let those in power, therefore, be convinced that the more faithfully this principle is followed, and a graded hierarchical order exists between the various subsidiary organisations, the more excellent will be both the authority and the efficiency of the social organisation as a whole and the happier and more prosperous the condition of the state."

The *New Catholic Encyclopedia*, published by McGraw-Hill, contains an expert theological commentary on subsidiarity. This states that a planned economy centrally determining prices, wages, production and investment would violate the principle, as would nationalisation. Contrary to trends in liberal economics, however, Pius XI insisted that subsidiarity also required intermediate structures to stand between the state and the solitary individual. It is not only about devolving power downwards, therefore, but about each level of power having its proper place, even creating levels of power above the individual level where none previously existed.

These concepts, far from being fixed, are fluid, capable of adaptation to new situations. The level of international cooperation now in force and envisaged in the European Community was beyond the imagination of Pius XI in 1931, but subsidiarity is still a valid idea to prevent undue Brussels centralism, especially as British use of the term would automatically strike a chord of sympathy among Catholic Christian Democrats in the rest of Europe.

In the present international debate, subsidiarity is a more powerful idea than sovereignty. Though subsidiarity answers most of the same questions as sovereignty in much the same way, it is more rational and less mystical, and says more.

The instinctive British attachment to national sovereignty is a disguised expression of what people really fear about Brussels: the loss of subsidiarity. They want to retain as much control as possible over their own lives. At least they now have a word for their feelings, and a pope or two to cheer them on.

...and moreover

## MATTHEW PARRIS

Twenty-thousand feet above Dundee, en route from Aberdeen to London, I reached the other day for my copy of *The Times*. The main front-page headline was only six words long: snappy enough. But as two of these were "Howe" and "Europe" the eye was not impelled onwards to the report they heralded. One of the other words, however, was "resigns", so a quick scan seemed merited. I came across such phrases as "Bradford North and Booter" and "Sir Geoffrey who is 63", and decided to study this important matter later.

Reverting to the previous day's *Times*, I took up where I had left off: page 13. It was an overseas page. I glanced at one of those "other news" columns of assorted mini-stories, a broken-biscuit box of items that may yield up an engaging bus-pun in Colombia, genocide in Burundi, bloodbaths in Liberia or some other such titillating — the small change of news reporting after you have spent your time on page five catching up with the latest news from the boardroom at Polly Peck or backbench feeling on Michael Heseltine's haircut.

Something caught my eye. A tiny, one-paragraph story... *Sao Paulo, A Brazilian transvestite sprayed gas into the cockpit of a Varig jet carrying 348 passengers, forcing the captain to land his plane in the Canary Islands. Passengers said that the plane lost altitude after a male passenger dressed as a woman used the spray can. The airline said the man had been deported from Portugal because he had no money.* (Reuters).

Wow! Now that's what I call news! Why was this wonderful story buried on Page 13? By what eccentric editorial logic could the resignation of Sir Geoffrey Howe be a page one headline when a veritable gold mine like this lay submerged a further 12 pages on?

Has Sir Geoffrey ever brought an airliner down? No. The very thought of him wielding an aerosol spray is ridiculous; he wouldn't know where to press. Nothing in his long career justifies the slightest hope that Sir Geoffrey might be

a transvestite, otherwise I should be organising his campaign for the leadership right now: for space is the only thing this splendid man lacks. The merest glimpse of a high heel peeking from beneath the turtleneck of Sir Geoffrey's grey flannel trousers and the man would be unstoppable. Without that — no: the Howe story simply won't run.

Now if I were Editor of The Times...

**BRAZIL NUT DOWNS JUMBO ON CANARIES**  
*Mystery airplay signals*

What front-page headline it would be in modernist type — nothing vulgar, for this is a quality paper — right across the top. The story, "From our correspondent in Tenerife", would start: "Hundreds of shocked passengers staggered, reeling, from a Rio-bound jetliner forced into a mid-Atlantic emergency landing, here on the tiny island of Tenerife this morning. As embarrassed airline officials began piecing together evidence from eye-witness accounts, a bizarre story emerged."

And so it would continue. Packed with news, views, comment and background "colour". Who was this transvestite? What spray did he use? Why? What was he wearing? How common is it to deport transvestites from Portugal to Brazil? Do they deport them the other way, too? What is the cross-Atlantic balance in cross-dressers between Lisbon and Rio? Which city is more convivial for a transvestite...? Oh, the possibilities are endless.

At the end of the article, which would fill most of the front page, and be illustrated with a map of the Atlantic indicating the Canary Islands and the flight path of the aircraft, would be an onward reference to "Leading Article Page 15" — where, in calm and measured prose, readers would find a judicious review of the many implications raised by this disturbing affair.

Oh — and in the bottom corner of the front page, among the snippets of news "within" — would be a single sentence: "Deputy prime minister resigns — other news, Page 13".

# Driven by a will to win

The Times Profile: as Tory MPs this weekend make up their minds how to vote, will Michael Heseltine's electability offset their concern about his judgment?



GERALD SCARFE: from Scotland (Hansard)

Idol, written by his friend and rival Anthony Howard. "When Michael has been seriously opposed in Union elections," wrote Mr Howard, "he has fought as though for his life."

The profile went on: "He has toiled for the Union as has probably no other underdog in the whole of its history." Mr Heseltine has toiled for the leadership of the Conservative party with similar diligence. When he bounced out of the cabinet over Westland, he took personal stock. What was his fault? How could he persuade Tory MPs to back him? Every step since then has been calculated to address these two, connected questions.

He was thought to have three faults: unreliability (sometimes described as lack of judgment), aloofness and superficiality. The first is the most worrying. Though storming out of cabinet, in the tradition of Joseph Chamberlain, may in the long run not count against him, seizing the mace in the House of Commons, showed an unfortunate tendency to histrionics. That will not be forgotten.

Since then, Mr Heseltine has worked extremely hard to mitigate the damage. Outside government, he has exerted great self-discipline. Dignity and decorum have guided his every step and utterance. His public loyalty to his party — if not to its leader — have been beyond reproach. At the last election, he campaigned harder, probably, than any cabinet minister to help the Conservatives be re-elected.

This tirelessness is not wholly altruistic. He knew that in the election that mattered he had to appeal to voters who are not in the country but on the Conservative benches in the House of Commons. Every constituency he has visited in the past four years — and he has spoken at three or four local functions a week — has represented a favour to be called in. Every plate of soggy roast chicken and soft-boiled vegetables he has

had to eat will become ammunition in his fight.

For that fight is also about addressing his second problem: winning friends in the party. In politics, it helps to be liked. Part — or perhaps most — of Mrs Thatcher's problem is that she is not Mr Heseltine. He is, she has always been a loner. He is not a tea-room politician and until recently could probably not have put a name to the face of most junior Conservative MPs.

Julian Critchley, the maverick Tory MP and unofficial biographer of Mr Heseltine, was once a close friend of his, and in 1967 the

one who spends so much time in the public eye.

Even in cabinet, Mr Heseltine was not widely popular. A group of his colleagues was once invited to watch a demonstration of how members of the Special Air Service would free hostages from a hijacked plane. On the return journey the ministers discussed an offer made during an earlier, real hijack to free all the hostages if a government minister were handed over to replace them. In such circumstances, they mused, what should they do? "Send Heseltine," they decided, with one voice.

Mr Heseltine thinks he is a man of destiny. Such politicians are often not liked by their peers. Think of Mrs Thatcher or David Owen. Yet what, apart from his ambition, impels him? With destiny should come a mission; a desire and an ability to change the course of events.

He certainly has panache. Having arrived at Oxford from a middle-class background and schooling at Shrewsbury, he was ignored by the Etonians from Christ Church who ran the Conservative association. Undeterred, he simply set up his own rival group, the Blue Ribbon Club. From that power base, he was elected chairman of the Oxford Union, and turned the organisation around financially by improving the food, installing a television and converting the canteen into a jazz club.

By the age of 28, through a series of well-judged property deals, he was rich enough to have his own chauffeur. In the late Fifties he went into magazine publishing, and survived near-bankruptcy a few years later. Now Haymarket Publishing, 51 per cent owned by Heseltine family trusts, is estimated to be worth more than £100 million.

Mr Heseltine has *chutzpah* too. "He's a great man for trying it on," claims a former cabinet colleague. One example: when environment secretary, and having to negotiate

**'Though storming out of cabinet may in the long run not count against him, seizing the mace in the House of Commons showed an unfortunate tendency to histrionics that will not be forgotten'**

two men shared a house while Mr Critchley edited *Town*, a magazine set up by Mr Heseltine. The magazine did badly, and Mr Heseltine sacked his friend, forcing Mr Critchley to sell back to him at cost price the flat in the house they shared.

"Our friendship was over," wrote Mr Critchley. "The episode is unimportant save for the light it sheds upon Michael. It has been said that he does tend to pick his friends for what they can contribute to him, and once they have done so, the friendship is expendable. Michael is not a social animal." He is curiously shy for

his spending demands with the chief secretary to the Treasury, then John Biffen, he suggested that they meet at the environment department so that he could be on his home ground. Officials at the Treasury were horrified by his cheek.

He is also, like Mrs Thatcher, supremely energetic — "over-energetic," says an unfriendly Tory MP. He is a great believer in the notion that most problems can be solved through personal application. Some people say he is a good manager; others that this tends to manifest itself with little more than strings of initiatives. "He was like a little boy with his Meccano set when he first took over at the environment department," says a political colleague. He also has a tendency to dominate. His cabinets would doubtless prove no more collective than those of Mrs Thatcher. While president of the Oxford Union, his affection for the place was "rather possessive," said the *Isis* *Idol*, "for it relentlessly requires that the Union shall conform to his plans."

Does he have vision? Can he escape the charge of superficiality? The books he has produced (with considerable help from others) set out a distinctive ideological position; over industrial policy, at least, different from that of Mrs Thatcher. He is interventionist, an admirer of German or Japanese dirigisme. His opponents claim his corporatism is no different from Ted Heath's. Yet he is not a wet; he is not even damp. When defence secretary, he was always careful to offer a cut in one area to offset a spending demand in another. He is in favour of "workfare", which makes benefits dependent on service to the community. And he was a tough minister, sometimes too decisive for the likes of those under him.

Mr Heseltine is an intellectual. He barely reads books (dyslexia being a handicap) and won the nickname of Michael Philistine at university. There, he scraped a second-class degree. Thrust into a philosophical discussion, his eyes glaze. What he is interested in is the politics of politics: how to win. But his concept of winning is sophisticated. No environment secretary has been so ardent in pursuit of architectural conservation, correctly perceiving that here was a natural issue of the upmarket floating voter, as well as of the Tory heartlands of the south of England. He was popular at this department, and fought bitterly against Treasury pressure to introduce rate-capping and, eventually, the poll tax.

Mr Heseltine resembles an American politician. Financed entirely by his own wealth, he has campaigned single-handedly around the country. He packages his views as attractively as would an American presidential candidate. He understands a basic truth of democratic politics, "all politics is local politics". He has a strength and a vigour that enables him to appeal beyond parliament to the country. If the Tory party elected its leaders through primaries, Mr Heseltine would be prime minister now.

His constituency, though, is smaller. He has to swing the vast mass of the party behind him. He has no chance of recruiting the small group of Tory MPs that is passionately against European integration, but most of the rest are either agnostic on the issue or actively in favour. "As far as they are concerned," says a Tory MP, "the only real disaster they see their country may have to face is that they might not be in the next parliament." So Mr Heseltine's pledge to reform the poll tax — which in its present form they see as the biggest threat to their seats — may turn out to be the best calculated move of this meticulously planned political career.

spire them, architects might offer another spate of all that charmless chrome and fake-leatherette that disfigured the tradition of the great British pub in the 1960s and '70s.

**Out with a bang**

Although officially the Royal Opera House remains silent on suggestions that Dame Joan Sutherland will make one more "final" appearance at Covent Garden, the talk backstage suggests that the plan will go ahead — and that the Australian-born diva will be joined by Luciano Pavarotti and the producer Franco Zeffirelli.

Dame Joan, who made her official farewell to the opera stage in Australia last month, is expected to sing a couple of arias in the party scene of *Die Fledermaus* on New Year's Eve. Were she to be joined by Pavarotti, a partnership first forged at Covent Garden when they sang famously in Donizetti's *La fille du regiment* in 1966, it would be the biggest musical event of many a season, and a live television transmission is in the offing.

Zeffirelli, of course, was the producer of the 1959 production of *Lucia di Lammermoor*, which made Sutherland's name, and his presence would add to the glitter of the occasion. He has not been back to Covent Garden in years. Could his likely New Year visit mean the management is about to offer him a new production? And perhaps more to the point, given the House's financial difficulties, can it afford him?

● Is the CBI a hothead of socialism? Eric Hammond, leader of the electricians' union, seems to think so. Talking about his membership of the CBI task force on wider share ownership, he described his colleagues as "a little to my left but nice fellows for all that".

## Perish the thoughts

Mr Thatcher has ordered an all-out search for a copy of Michael Heseltine's book, *Where There's a Will*, now out of print, which sets out his alternative strategy for running the country.

The elusive work was published in the spring of 1987 immediately before the last general election and, perhaps unsurprisingly, the prime minister does not have a copy of her own. But Tory Central Office does not have one either. A spokesman for the Conservative bookshop says: "We haven't had one for ages. But we have been looking everywhere. We have been ringing all round London but we just can't find one." Surely Downing Street must have a copy of an important work by so recent a cabinet member? "We know it hasn't. It is desperate for one and has asked us to find it — quick."

A search of London bookshops has so far proved futile and Century Hutchinson, the publisher, has no plans for a reprint. "I don't think there is enough interest," says a spokeswoman. "By the time we did a reprint all the excitement would be over. We are not going to bother."

Julian Haviland, a former political editor of ITN and of *The Times*, who collaborated with Heseltine on the book, is in no doubt why Mrs Thatcher's campaign managers are so keen to get their hands on a copy. "They want to go through it line by line, as they do with the writings of all their political enemies, to try to trip him up — and perhaps after that, burn it. Nevertheless, I am amazed that Downing Street hasn't got one."

However, the Diary has discovered that Mrs Thatcher's aides

could have saved themselves a lot of trouble. Within minutes, a single telephone call had located a copy in a Westminster public library only a short walk from Downing Street. But then a public library is probably the last place today's leading apostle of privatisation would think of looking.

**Boris unbound**

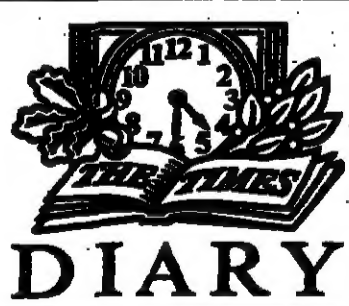
A hundred years after the birth of Boris Pasternak, Muscovites might at last have the chance to see his translations of *Hamlet* and *King Lear* on stage. A centenary exhibition of Pasternak's life and work at London's South Bank Centre has prompted interest in mounting a Soviet premiere of one or both of the plays.

"The Pasternak versions have never been staged in Russia," says Count Andrei Tolstoy, organiser of the exhibition. "*Hamlet* was banned by Stalin and *King Lear* by



Khrushchev. I have suggested an Anglo-Soviet production to several people. Because production costs in Moscow are so low, it would cost a British backer virtually nothing."

A co-production would be particularly appropriate given Pasternak's ties with British Shakespeares.



pears actors. When working on the translations, Pasternak consulted Sir John Gielgud, Lord Olivier and Paul Scofield. The correspondence is on show at the exhibition.

*Hamlet* might be a safer bet for Moscow than *King Lear*. For Gorbachev the sight of a kingdom being divided in three could prove a little too close to home.

**Brush-off boomerang**

While cartoonists everywhere are relishing a Tory leadership contest, Gerald Scarfe is preparing his quill with a specially large dose of venom for Michael Heseltine. He has carried a sense of grievance since 1965 when Heseltine, then owner/editor of *Town* magazine, commissioned two charcoal drawings, of Enoch Powell and Ian Macleod.

"The usual procedure," says Scarfe, "is that a magazine buys the reproduction rights but the originals return to the artist. I never got them back, and when I asked Heseltine he refused. About ten years later I went up to him at the Tory party conference and asked him point blank. He insisted that they were legally his."

With Heseltine's office saying it was too busy to comment, Scarfe says he has no idea of the whereabouts of the drawings, though as Heseltine's Belgravia

front door has regularly swung open for the cameras in recent days his walls have appeared to be covered with prints. "I think they are probably hanging in the loo," says Scarfe. So is the ill-felling reflected in the way Scarfe draws Mrs Thatcher's challenge? "Little bits of these things do rub off," he admits. Then, on looking again at his drawing of the "Heseltine" (see above) he revises his view. A lot appears to have rubbed off.

**Save the Bride**

With the appearance on the London property market of the Architectural Press's old building in Queen Anne's Gate, architects are about to be deprived of their favourite watering hole. The magazine moves out of its 1770 Georgian building in January following its takeover by one of Robert Maxwell's many enterprises, and with it will go The Bride of Denmark, the historic private pub in the basement that has been the meeting place for Britain's leading architects for nearly 50 years.

The Bride was created by Hubert de Cronin Hastings, a former owner of the Press, and the artist John Piper from a collection of bits and pieces salvaged from bombed pubs after the second world war. John Bejerman was closely associated with it. Mirrors engraved by architects such as Frank Lloyd Wright and Buckminster Fuller adorn the walls.

Staff at the Press have joined forces with Britain's architects in appealing to Maxwell to save the pub via a leaseback arrangement with the new owners. "It is a cultural institution, one of the most curious pubs in Britain," says Dan Cruikshank of the Press. "Architects need a meeting place like this."

Its preservation should be important to all of us. Without its



# Paris summit gives belated welcome to post-Cold War era

IT HAS been compared to the Congress of Vienna, the glittering gathering that established the post-Napoleonic order. But when President Bush, President Gorbachev and the leaders of 32 other nations assembled in Paris on Monday to usher in the post-Cold War era on the old continent, their three-day summit will be more spectacular than substance.

For the Conference on Security and Co-operation in Europe (CSCE) has become almost superfluous. Billed as the long-delayed European peace settlement, clearing up the unfinished business of the second world war, it has been overtaken by events of the past 18 months. German unity has been achieved. Soviet troops and tanks are rumbling home. The military confrontation has melted away as the Warsaw Pact disintegrates and Nato scrambles for a new strategy, purpose and image. Eastern Europe has rejoined the mainstream and from Dublin to Lublin, Poland, nations are already forging new political and economic links.

CSCE itself is a child of the Cold War. It was supposed to end. It is the culmination of the process that began in Helsinki in 1975. Yet, with barely a breathing space, the process goes on. Negotiators who spent 21 months in nearly non-stop bargaining to produce the treaty which will cut conventional weapons in Europe by 28 per cent,

Events in the Eastern bloc have overtaken the architects of a new Europe. Yet a shadow still hangs over the continent, Michael Binyon and Michael Evans write

are to meet on November 29 to start again. This time manpower, not tanks and other combat equipment, will be the focus.

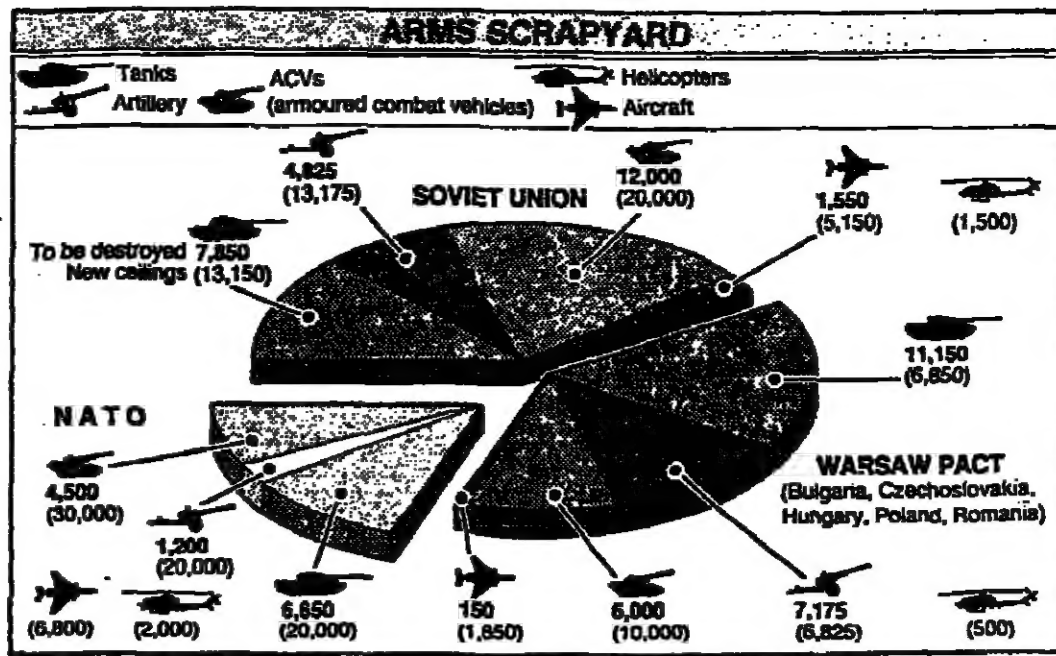
The follow-on Conventional Forces in Europe (CFE) talks are not expected to produce a ceiling on troop numbers like the limits on weapons in the agreement to be signed in Paris. The new negotiations will be aimed at guaranteeing total openness on troop levels. Many of the troop withdrawals will be unilateral. Earlier this week Paris said that 9,000 troops of the French 3rd Armoured Division, based in Germany, almost 20 per cent of its total force there, would be withdrawn next year. Germany is also pledged to cut its armed forces to 375,000 within three to four years.

Monday's ceremony in Paris will be deliberately grandiose. Leaders representing North America and every European nation — even isolationist Albania will now attend as an observer — will be enshrining their commitment to peace, human rights and security. The conference was supposed to map out the architecture of the new Europe, to erect, in Mr Gorb-

achev's words, the "common European home". But much of the home is under construction already. One wing is being built in Brussels, where the integration of Western Europe is proceeding apace.

In Strasbourg, the Council of Europe is incorporating new members from Central and Eastern Europe and reasserting its role as the guardian of European values and human rights. The old Austro-Hungarian empire is taking shape again. The Paris summit was supposed to give pan-European endorsement to German reunification. But reunification came early. Already the fears of Germany's neighbours are dissolving.

The leaders will set up a small permanent secretariat, based in Prague, to arrange follow-up summits every two years as well as regular meetings of foreign ministers and senior officials. They will also establish a conflict prevention centre, to monitor any military build-up and convene meetings to prevent aggression. And they will agree in principle to conciliation machinery to prevent



nationalist quarrels spilling over into actual conflict. The summit will set up an assembly of the 34 nations, to be drawn from national parliaments, to meet in the buildings of the Council of Europe in Strasbourg.

The real importance of the summit lies in its symbolism: a symbolisation of the East, and especially to the Soviet Union. A summit will not save President Gorbachev's country from bankruptcy, nor will his backing in the

applause of fellow leaders bolster his own tottering position. But he has made it clear that, for Moscow, the public spectacle of reconciliation with the West and a face-saving way of slashing the defence budget is the minimum price for continued *rapprochement*.

The Paris accord was achieved only after bitter wrangling between the Soviet Union and its East European allies. Moscow had fought hard with Nato negotiators

to raise the so-called sufficiency rule, enabling the Soviet army to keep more than the proposed maximum 12,000 tanks allowed any one country within the overall alliance ceiling of 20,000.

Negotiators in Vienna eventually settled on a sufficiency limit of 13,300 tanks and 13,700 artillery pieces for any one country. But Moscow's allies wanted a better share-out of armour, and Moscow was forced to accept different totals: 13,150 tanks and

13,175 artillery pieces. This gave Moscow's allies an additional 150 tanks and 525 artillery pieces to share out among themselves.

Based on the latest Nato assessments, the Soviet Union will have three years in which to destroy 7,850 tanks, 4,825 artillery pieces, 12,000 armoured combat vehicles and 1,550 combat aircraft. The Nato figures show that, with each alliance limited to 20,000 tanks, 20,000 artillery pieces, 30,000 armoured combat vehicles, 2,000 combat helicopters and 6,800 combat aircraft, 61,980 pieces of equipment, 11,280 in Nato and 50,700 in the Warsaw Pact, will have to be destroyed. The Soviet Union alone will get rid of 25,500 items. The Nato figures include equipment belonging to the former East Germany.

According to Nato, neither alliance will have to destroy any helicopters. The ceiling is 2,000 each, with no country allowed more than 1,500. Nato has only 1,630 combat helicopters and the Warsaw Pact 2,000. Nato also has fewer combat aircraft than the agreed ceiling in this category, 6,100 against a CFE limit of 6,800.

Only one shadow hangs over the jamboree: the spectre of disintegration in the Soviet Union. If the Soviet Union collapses into an economic mess and possible civil war, all the hopes for a stable and predictable Europe will be thrown into jeopardy.

## Baltic states waiting for independence by default

By ANATOL LIVEN

REPRESENTATIVES of the Baltic republics have declared that they will not sign any "All Union Treaty" setting up a new and looser Soviet confederation. In effect, this means they will leave the Soviet Union by default. "Who in their right mind today would want to remain in any kind of Soviet Union?" a Lithuanian parliamentary aide said.

The growing political paralysis in Moscow is also contributing to deadlock in the negotiations on the path to independence between Moscow and the three republics. Members of the Baltic national movements are, however, not especially concerned, believing that the decline of Soviet power is so precipitous that independence is only a matter of time.

Speaking in parliament in Vilnius on Thursday, Kazimieras Prunskis, the Lithuanian prime minister, told deputies that her negotiations earlier this week with Nikolai Ryzhkov, her Soviet counterpart, were fruitless. In view of the Soviet lack of response to Lithuanian proposals, she said, she could not see how serious negotiations could begin.

Similar lack of progress is reported by representatives of Latvia and Estonia. Lithuanian politicians think the reason for this Soviet position could be as much as Soviet governmental chaos as Soviet ill-will. This chaos, coupled with economic decline, has destroyed the lingering support of some moderate members of the Baltic national movements for the idea of confederation.

Added to the growing separation of Boris Yeltsin, president of the Russian Federation, these factors have also greatly undermined the opposition to independence of the large Russian-speaking populations in the Baltic states, since they are now well aware that their living standards are much higher than they would be in Russia.

The outburst by Colonel Viktor Alksnis, a Latvian deputy, in the Soviet parliament earlier this week in which he threatened President Gorbachev with intervention by the army to preserve the union, reflects the desperation of Baltic hardline Soviet loyalists.

Their despair is increased by the fact that even Russian nationalists in the Russian Federation, obsessed with the problems of Russia itself, seem for the moment at least to have lost interest in the fate of Russian minorities in other republics. It seems that ordinary Russians have reached the mood of Britain in the late 1940s and the French towards the end of the Algerian War: they are so exhausted and taken up with other concerns that all the old appeals to imperial pride and loyalty have little effect. The Soviet loyalists of the Baltic thus stand alone in their loyalty to the fading shadow of Soviet power.

Balts, however, remain worried that, when economic change begins seriously to affect the heavy industrial sectors where most local Russians work, ethnic conflict could grow. Hitherto, the Baltic has been cushioned from the economic misery afflicting the Russian Federation because of its relatively efficient agriculture and consumer industry. But for the first time cheese, milk and eggs are beginning to be in short supply although they remain vastly more abundant than in Russia.

The main question mark hanging over the Baltic independence process is now not political but economic. The new national governments of all three republics are

finding the road to economic reform and autonomy much harder than they expected before they came to power. Hampered by its members' almost complete ignorance of the practical workings of capitalism, the Lithuanian parliament is bogged down in endless confused debates on privatisation.

Thanks to its close links with Finland, Estonia is well ahead of the other two republics in economic reform. But, like them, its government has been unable even to set a rapid timetable for the development of an Estonian currency, without which independent statehood is inconceivable. There is a real danger, therefore, that the Soviet Union will collapse from the centre before the republics can be anywhere near ready to stand on their own economically.

Members of the Baltic governments, encouraged by the expansion of Swedish and Finnish consulates in the Baltic states, are pinning their hopes on help from Western Europe and especially Scandinavia. In the words of an Estonian economist, "if the worst comes to the worst, and Soviet economic collapse gives us no choice but to survive alone, I am sure we will not be allowed to starve".

● **BONN:** Germany is to send the Soviet Union DM1 billion (£345 million) in humanitarian aid, including 1.6 billion cigarettes, to help President Gorbachev introduce his economic reforms (Jan Murray writes).

Officials at the agriculture ministry are assembling the aid package, which is meant to ensure that some basic supplies are available throughout the coming winter.

Yeltsin move, page 1  
Leading article, page 11



Man of the moment: Boris Yeltsin, president of the Russian Federation, shaking hands with delegates to the Soviet parliament yesterday after they abandoned the official agenda on the economy and demanded that President Gorbachev address them

## Election mirrors Yugoslav conflict

FROM RICHARD BASSETT IN SARAJEVO AND DENA TREVISAN IN BELGRADE

ETHNIC rivalries between Serbs, Croats and Muslims which threaten to destroy Yugoslavia's precarious federation will be mirrored here this weekend when the republic of Bosnia-Herzegovina holds its first multi-party election for more than half a century. It is an election which echoes in miniature all the racial, religious and cultural conflicts of Yugoslavia.

Nowhere in the Balkans is the fault-line between East and West so apparent. Bosnia's population is split almost equally between Serbs, Muslims and Croats. Relations between all three groups have been strained by an upsurge in nationalism similar to that in Croatia and Serbia.

With no tradition of democratic politics, the elections, unsurprisingly, have unleashed new pol-

itical forces. Nijaz Durakovic, leader of the former communist party, now known as the Party of Democratic Changes, said yesterday: "We are seeing in Bosnia an outburst of hitherto suppressed political energies."

The elections are being contested by 40 political parties but observers believe the Party of Democratic Action will win a third of the votes, capturing most of the Muslim voters.

Their leader, Mr Alija Izetbegovic is an example of the dazzling rise in Eastern European politics of former political prisoners with literary flair. Imprisoned in 1983 after trials of Muslim fundamentalists, Mr Izetbegovic's latest book, *Reflections from the Prison Cell*, will be published later this year. Charismatic and highly intelligent, he appears capable of rallying the Muslims.

At the opposite end of the political spectrum stands the leader of Bosnia's Serbs, Radovan Karadzic whose power base is close to the troubled area of Knin where armed Serbs set up road blocks recently. Mr Karadzic's party supports the National Council of Serbs. Threatening to split the Serb vote, however, is the more moderate Nenad Kecmanovic, the rector of Sarajevo university, who is extremely popular among young Bosnians.

Voting will be a testing ground for the future, for if equilibrium cannot be sustained here, few can imagine it surviving much longer in the rest of Yugoslavia.

## Military plea to poll contenders

FROM ROGER BOYES IN WARSAW

THE Polish army, visibly nervous about the prospect of Lech Walesa becoming president, has urged politicians not to use the military card in the election campaign.

Admiral Piotr Kołodziejczyk, the defence minister, took the unprecedented step of summoning a press conference this week to demonstrate that the pace of army reforms was already rapid and that neither witch-hunts nor radical shake-ups were needed. "It is unethical to play the military card in an election campaign," he said.

The problem is that the president of Poland has important military powers. He is *ex officio* the supreme commander of the armed forces, and when parliament is not sitting he can declare a state of war, or martial law. In the case of armed aggression, he can appoint a new commander-in-chief.

While General Wojciech Jaruzelski occupied the presidency, there was no concern: a shared identity of interests bound the top brass to the general who served as defence minister for 20 years. Since the Solidarity-led government came to power 14 months ago, the army has been pruned.

Political officers have been removed and technically at least the army has been depoliticised. But the high command is not exactly full of admirers of Solidarity or of Mr Walesa.

Mr Walesa's election programme is rather thin on military affairs. Like his main rival, Tadeusz Mazowiecki, the prime minister, he believes that the army

should ultimately become a volunteer force. He is committed to a strong army. It should change its source of supplies, away from Soviet bloc weaponry to the West.

Although the top brass on Thursday rejected a wholesale shift in arms supplies, the army is worried about attitudes rather than campaign promises. The key element in Mr Walesa's campaign is the commitment to bring former members of the communist administration to trial. Almost all of the generals responsible for plotting martial law in December 1981 have been purged, but the fear is that there will be a broader witch-hunt.

There have been suggestions that military counter-intelligence co-operates too closely with the discredited civilian secret police — yet they have been spared any real purge. "I must warn against radical witch-hunts against the military counter-espionage service," said Bronislaw Komorowski, a deputy defence minister.

Walesa loyalists also criticise the Mazowiecki government for trying to reform the Warsaw Pact rather than stage a complete withdrawal.

The prime minister has tried to calm down the generals with a wide-ranging interview published in the army newspaper, *Polska Zbrojna*: "All of us — the parliament, the president, the government and the whole society are responsible for the army's strength and its defence capacity." Not just the president, in other words.

## Talks fail to resolve differences over Gatt

Brussels — After hours of talks between a US cabinet team headed by James Baker, the Secretary of State, and the European Commission, the gap between the US and the European Community on agriculture and world trade remained as wide as ever (Michael Binyon writes).

Clayton Yeutter, the US agriculture secretary, said he was still pessimistic about reaching agreement, and put the chances at considerably less than 50-50. He said the community offer was "not even in the ball-park."

Mr Baker said many problems and little time remained in the current talks under the General Agreement on Tariffs and Trade (Gatt). But intense discussions would continue.

Yesterday's meeting came after the talks with President Bush in Washington of Jacques Delors, the EC Commission president. Both sides expressed determination to achieve success in Gatt. Mr Baker and M Delors said that as the two principal partners in the talks, each side has a special responsibility for success.

**Judges re-elected**  
New York — Gilbert Guillaume of France and Sir Robert Jennings of Britain have been re-elected as judges of the International Court of Justice and three eminent jurists, from Sri Lanka, Venezuela, and Madagascar, have been elected to the UN's principal legal body for the first time. They begin nine-year terms at The Hague next year. (Reuters)

**Gorbachev visit**  
Rome — The Pope will meet President Gorbachev tomorrow for the second time in a year, the Vatican said. The announcement prompted speculation that a date could be set for an historic first papal trip to the Soviet Union. Joaquin Navarro-Valls, the chief Vatican spokesman, said that Mr Gorbachev had asked for an audience with the Pope. (Reuters)

**Reforms delayed**  
Sofia — Bulgaria's leaders, including Andrei Lukin, the socialist prime minister, agreed yesterday to postpone until next Thursday a crucial vote on government-sponsored economic reforms, to allow opposition amendments. The delay seemed only to prolong Bulgaria's year-old political difficulties, while the country's economy is in ruins. (AP)

**Network frozen**  
Rome — Italy and Germany, which have admitted participating in Operation Gladio, said that their roles in the covert Nato anti-Soviet resistance network had ceased. Giulio Andreotti, the Italian prime minister, said Gladio had been frozen and was no longer active.

## Guatemala police stalk street urchins

FROM ALAN TOMLINSON IN GUATEMALA CITY

"I ONLY wanted to be a child, and they wouldn't let me," reads the inscription on Nahaman Cammona's gravestone. It is a fitting epitaph, not only for the 13-year-old street urchin beaten to death by police who found him sniffing glue in March, but for all the 5,000 or more homeless children who live on the streets of this cold mountain city.

The children, many of them orphaned or abandoned, have become victims of an underground campaign of violence by policemen both on and off duty, who blame them for the city's soaring crime rate. Human rights groups have catalogued more than 40 killings of street urchins so far

this year, plus countless beatings, kidnappings, rape and torture.

Witnesses say that Nahaman was among nine children assaulted by four policemen, who kicked them and poured the glue they were sniffing over their heads. The homeless children inhale cheap cobbler's glue to keep warm, ward off hunger pangs and to forget their abject lives of theft and prostitution.

Nahaman was beaten so severely that he died ten days later. He suffered bruises over 70 per cent of his body. While in hospital he was denied basic emergency care for two days, until workers from Covenant House, a New York-based child welfare organisation, intervened to pay for the cost of his treatment.

Nahaman became a cause cé-

lebre, but he was not the first. Two

urchins were found dead in October last year, with cigarette burns on their backs and blows and gunshot wounds to their heads. Witnesses said that they had been abducted by off-duty policemen.

Covenant House took up the children's plight earlier this year, opening a refuge in the city and initiating an investigation of Nahaman's death. "The abuse is overwhelming," Bruce Harris, the group's regional director, said. "These children have nobody. They have no voice, but their silence is deafening."

Nahaman's best friend, Francisco Sias, aged 14, went into hiding after being threatened and beaten repeatedly by police. In April, police forced a group of boys to swallow the glue they were

sniffing. After Covenant House

lodged a formal complaint, one of the victims disappeared.

Matters got worse when four policemen were arrested in June in connection with Nahaman's death. Eight street children were abducted four days later by men in a jeep. Five of the boys have not been seen since. The bodies of three were discovered soon afterwards, with their eyes burned out and their tongues and ears cut off. The message to potential witnesses could not have been clearer.

Human rights activists are sceptical that the case against the four arrested policemen will be successfully prosecuted. No Guatemalan security officer has been convicted yet of a human rights abuse.



Fagged out: non-smoker Jim Mouth puffing on a record 152 cigarettes in Hollywood to demonstrate the absurdity of smoking during the "The Great American Smoke-out"









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## THE HESELTINE PLATFORM

This weekend the Tory leadership ring is beginning to fill with hats. But the contest to be fought out next Tuesday remains a straight one between the prime minister and Michael Heseltine. Does Mr Heseltine offer a real change of policy, or just of voice and face?

His claim to displace Margaret Thatcher as Conservative leader is based not just on his electoral potency and his distaste for her style. It embraces policies, notably on the poll tax, industrial intervention and Europe which Mr Heseltine has made part of his platform. He maintains that his Conservatism is distinct from that of Mrs Thatcher. But this distinction is probably more real in a few particulars than in the generality of policy.

The poll tax is clearly intended as Mr Heseltine's trump card. His record on local government finance when at the environment department from 1979-83 was sound. He fought left-wing councils, but still sought to maintain the pluralism of British local government and resist the centralist dirigisme of Sir Geoffrey Howe's Treasury. Rate capping was forced on him only after the cabinet had rejected various schemes such as referendums to boost local accountability. Capping, like the poll tax, Mr Heseltine saw as an aberration. On this he was right and Mrs Thatcher wrong.

What has been odd these past few days has been Mr Heseltine's failure to attend to the logic of his opposition to the tax. The Labour party, forced to state its alternative, has admitted that a return to property valuation is the only sensible way of financing local government. Mr Heseltine is still floundering with "ability to pay" mechanisms and the centralisation of the education budget. Anybody can decry an unpopular tax, though no true believer in local accountability could seriously propose to shift yet more local spending to the Treasury. Mr Heseltine's instinct is shrewd — most Tory MPs hate the poll tax — but he has risked shooting himself in the foot.

On Europe, Mr Heseltine has cleverly interlarded style and substance in his challenge to Mrs Thatcher. He deplors her cantankerousness. He appears to be in favour of monetary, and thus eventually political, union with a single currency. Whether he would use this position, as the French and Germans use it, as merely a smokescreen behind which to fight for national interest is unclear.

Glorious indeed is the opacity of opposition. Sometimes he has seemed an outright federalist on the wider shores of Eurocentrism, sometimes he asserts the caveat that he would

never "sell out British interests". The likelihood must be that Mr Heseltine, like Mrs Thatcher, would soon find himself enmeshed in conflicting interests, infuriated by ceaseless summits, and eventually driven to seek a redefinition of tiered sovereignty within the Community, an ambition now shared by both Mrs Thatcher and Jacques Delors. The Heseltine rhetoric might be more soothing to delicate continental ears, though the Heseltine temper might be as sorely tried as is the Thatcher one. But here, as everywhere in this contest, the difference is more likely to be of style than of substance.

On industrial policy, the contrast is starker. While an enthusiast for private enterprise, Mr Heseltine's record shows a strong belief in the role of government as an enabler and initiator of that enterprise. In urban regeneration and defence procurement, he showed the cabinet a determined way forward. If Whitehall and Westland curbed his enthusiasm, that was only partly his fault.

Mrs Thatcher's addictive *laissez faire* towards Britain's industrial rebirth — rooted in her free market purism — now seems archaic in the corporatist rough and tumble of Europe and Japan. The inadequacies of Britain's transport system and the desperately slow revival of the inner cities are indicative of this. Here Mr Heseltine certainly presents "a choice not an echo", though there is surely enough sympathy for his view even in the present cabinet for him to have proselytised more effectively inside it than outside.

For all these specific differences, Mr Heseltine's politics were forged like Mrs Thatcher's in the aftermath of Edward Heath's volte face of 1972. They are the politics of privatisation, tax cuts, a more efficient public sector and a strong foreign policy. All this Mr Heseltine shares with his opponent. Except on the poll tax and industrial policy, he would be unlikely to undo Thatcherism. His political manifesto would not differ radically from that on which he, and Mrs Thatcher, fought the 1987 election.

A Heseltine Downing Street would certainly be different from the Thatcher one. But that difference, as Mr Heseltine has implied in many recent interviews, would be more of style than of substance. That is not to dismiss his challenge. Style in the broadest sense lies at the base of successful democratic leadership. It is indeed on style as much as substance that the Tory party must next week make its choice. So too will *The Times*.

## TIME RUNNING OUT IN MOSCOW

The Soviet empire is on the brink of collapse. Like the Ottoman, British and other crumbling empires before, the Soviet Union will probably remain on the brink for years, if not decades. Leaders may fall, ideologies may crumble and constitutions may fail, but countries do not in general suddenly "collapse". Even unstable empires tend not to detonate from the centre outwards but first start to crumble gradually at the edges. This seems the best description of what has been happening to the Soviet empire in the last year.

None the less the time is fast approaching when President Gorbachev must make tough, potentially dangerous, decisions in favour of political decentralisation and market economics if he wants to avert continued economic decline, even possible bloodshed. The time for prevarication is past. The old economic and administrative systems have stopped functioning. But whereas central planning and party diktat are no longer capable of putting goods in the shops or preserving order, they are powerful enough to thwart market processes and block democratic control.

Mr Gorbachev seemed at last to have woken up to these threats two months ago when he opted unambiguously for decentralisation under the "five hundred days plan". As soon as he backed away from this programme, however, the economic slide immediately gathered pace again, now threatening Moscow with its most critical food shortage in decades.

Two reasons for Mr Gorbachev's change of heart can be conjectured. The devolution of economic power was bitterly resisted by the enormous government apparatus and military-industrial technocracy represented by the unpopular prime minister, Nikolai Ryzhkov.

## A REGRETTABLE ADVERTISEMENT

The full-page picture of a dead pony hanging from a hook, which illustrated an advertisement in some national newspapers during the week (including *The Times* on Thursday), was offensive to many readers. So is cruelty to animals. The Royal Society for the Prevention of Cruelty to Animals placed the advertisement as part of a campaign opposing the live export of horses after 1992 because of the suffering it would cause them. Although the advertisement has now been withdrawn on the advice of the Advertising Standards Authority, the RSPCA is unrepentant, describing it as a justified use of shock tactics.

The picture depicted not a suffering pony but a dead one. *The Times* was assured that the animal used in a staged photograph had been legally and humanely killed but that it accurately represented the evil against which the campaign was directed. The RSPCA was seeking to draw attention to the suffering during transport of those that ended their lives satisfying the continental taste for horse meat.

The ASA, responsible for the reputation of the advertising industry, intervened the next day on the grounds that the photograph was needlessly offensive and not strictly relevant. The advertisement was duly withdrawn, which left *The Guardian* in the awkward position of having to publish a blank page. *The Daily Telegraph* and *The Independent* had, like *The Times*, published the advertisement before it was withdrawn.

*The Times* had published the complete advertisement on the understanding that the picture was indeed relevant, as a true portrayal

of what happened to these ponies. Such matters of taste are always finely balanced, but the paper felt that the balance should be biased in favour of free speech. The RSPCA is entitled to its point of view. An important function of a newspaper in a free society is to hire out its space, so that those who do not own or edit newspapers may still reach a wide public with their case. While *The Times* has complete editorial responsibility for the contents of the paper, it is reluctant to play censor over how others exercise, within the law, their right to freedom of speech. The freedom to give offence, provided it is used responsibly, is part of freedom of speech.

A graphic image of a dead animal, even a squashed cat at the roadside, can turn the stomach. Newspapers sometimes have to be cruel to their readers, bringing them news or pictures which might distress or outrage them. But that is because newspapers have a duty to reflect reality. The fact that the advertiser was a charity combating cruelty to animals was also a material consideration.

*The Times* now understands that the RSPCA advertisement bears no relationship to any reality. Dead ponies are not slung on hooks in this way in the course of or as a consequence of the international trade in live animals. The RSPCA described it as merely a "symbol" of its message. The incident portrayed in the staged photograph was in every sense a fake. By resorting to such a stratagem, the RSPCA has forfeited some of its authority for the sake of creating a shock. *The Times* regrets publishing the advertisement.

Even to the soldiers and disarmed communists the alternative of trying to hold the country together by brute force must look unfeasible and quixotic. The time for debate and consensus-building is over. Mr Gorbachev must take the plunge into full-scale constitutional and economic reform.

As Mr Yeltsin and other republican leaders stare into the abyss of possible military intervention, many are concluding that their best hope is to co-operate with Mr Gorbachev on a new structure of government which would co-opt much of the present apparatus of the Soviet state. The difficulty will be to find a way of doing this without allowing the re-constructed state to go on stifling liberalism and individuality, particularly in the economic sphere. In this respect the dissolution of the empire may prove to be a blessing in disguise. The new confederal structure which is being forced on the Soviet Union will oblige the central authorities to accept economic decentralisation, and with it a much greater role for market forces.

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## Responses to the Tory challenge

From Lord Blake and others

Sir, We are academics who try to maintain objectivity together with political choice. We combine both in our appeal to Conservative MPs to bear in mind Margaret Thatcher's inherent greatness and continued capacity for service before they consider choosing a rival.

Margaret Thatcher has changed the political culture of this country, a rare achievement at any time. Her qualities are recognised across the world: she is to be without honour in her own party?

In spite of many unsolved economic and social problems, many reflecting long-term trends over which government has little or no sway, governments she has led have presided over a remarkable rise in economic opportunity. Her rival may offer a fleeting hope of recapturing votes but it would swiftly dwindle as his proposed policies were understood or tried.

As they cast their votes, Conservative MPs should lift their eyes from immediately personal calculations to those broader perceptions.

Yours etc,  
BLAKE,  
NATHAN CLARK,  
QUINTON,  
Oxford and Cambridge Club,  
Pall Mall, SW1,  
November 16.

From Mr Trevor Burton

Sir, Sir Charles Tibbitts writes (November 15) "Look where Britain has come in 11 years". Where has Britain come in 11 years compared to the rest of Europe? Yours faithfully,  
TREVOR BURTON,  
14 Stately Rise,  
Wellesbourne, Surrey,  
November 15.

From Sir Jeffrey Sterling

Sir, Politicians across the City and industry of short-termism. Surely this leadership challenge is about the worst case of short-termism we have ever encountered.

I sincerely hope Conservative members of Parliament will practice what they preach and back Margaret Thatcher and her ministers who are manifestly concerned with the long-term economic health of this country and its role in Europe and not short-term political expediency.

There is no doubt that the Chancellor's policies are working. The timing of the next cut in interest rates will be determined largely by the sterling exchange rate. That is the only opinion poll that matters.

Yours faithfully,  
JEFFREY STERLING  
(Chairman),  
The Peninsular and Oriental Steam Navigation Company,  
79 Pall Mall, SW1,  
November 16.

From Mr David Green

Sir, The ability to accept that one no longer commands cohesion among one's followers is the ultimate quality of a great leader. Mrs Thatcher has achievements to her name which are unrivalled certainly this century. She could crown them by demonstrating that she knows when enough is enough.

Yours faithfully,  
DAVID GREEN,  
Rhyd yr Harding, Castle Morris,  
Nr Hafodswan, Dyfed.

From Mr B. J. Mason

Sir, I have been a member of the Conservative party for many years and if certain disgruntled elements within the party succeed in their negative and disloyal attempts to dislodge the most successful peace-time leader and prime minister I will never vote Tory again.

I deplore not only this media-inspired "leadership crisis" but also the prospect of Howe or Heseltine or Heath ever becoming prime minister.

Yours sincerely,  
B. J. MASON,  
17 Palmes Close, Naburn, York.

From Mr N. Morris-Cotterill

Sir, The Labour party should not crow at the divisions in the Tory party. Do they not realise that for the first time in many years there is a credible government in waiting, but that it waits not facing the Prime Minister but behind her?

Yours faithfully,  
NIGEL MORRIS-COTTERILL,  
65 Dauster Crescent,  
Hornchurch, Essex,  
November 14.

From Mrs Christina Speight

Sir, Michael Heseltine repeatedly and unequivocally promised not to stand against the Prime Minister in any leadership contest.

The statement by Sir Geoffrey Howe — hyped in the media as "devastating" — appears to be more the winning of a spoils child and certainly no ground for Mr Heseltine to break his word.

Yours faithfully,  
CHRISTINA SPEIGHT,  
20 Ramblers Road, W4,  
November 14.

From Mr Dennis Coward

Sir, Michael Heseltine (on your front page today) is reported as saying that, if Mrs Thatcher were to emerge victorious and to lead the Tories into the next election, he would back her to the hilt. I suppose Brutus and Cassius were saying the same sort of thing to Julius Caesar, during his last term of office. Perhaps it sounds better in Latin.

Yours faithfully,  
DENNIS COWARD,  
Hartington,  
Barnsall, North Yorkshire,  
November 15.

## Church view on ethics of 'just war'

From Professor F. Collinson, FBA

Sir, The Archbishop of Canterbury would like to avoid war (report, November 16). But, putting on St Augustine's spectacles, he thinks that war may be justified, even just, the lesser of two evils. Would his judgment be exercised in the same way if the event were to threaten tens of thousands of civilian casualties in this country rather than in the distant Gulf?

Logically it must be. But the argument cannot be allowed to rest there. What we are contemplating is a Great Arab War, the equivalent of the European Great War. The Anglo-American element will be as peripheral, if critical, as that of the United States in the European conflicts of this century.

Why, in these circumstances, do we defer exclusively to the Christian principle of a just war? Nothing demonstrates more vividly our unreconstructed cultural imperialism than the failure not only to refer to the Islamic doctrine on war but to have the grace and the sense to ask whether there is one and what it says.

Yours,  
PATRICK COLLINSON,  
Trinity College,  
Cambridge,  
November 16.

From the Reverend D. C. Johnston

Sir, In advocating the pacifist view, the Reverend Gordon Wilson (November 10) misleads in his references to successive debates at Lambeth conferences this century on the subject of war. For instance, in 1948, resolutions 9

and 10 of that year's Lambeth Conference read:

"The Conference reaffirms Resolution 25 of 1930 'That war as a method of settling international disputes is incompatible with the teaching and example of Our Lord Jesus Christ'."

The Conference affirms that it is the duty of governments to work for the general reduction and control of armaments of every kind and for their final elimination, except those which may be necessary for international police protection; but until such time as this is achieved, it recognises that there are occasions when both nations and individuals are obliged to resort to war as the lesser of two evils (my italics).

More recently, the General Synod's controversial report of 1982, having summarised the Lambeth pronouncements on war of 1930, 1948, 1968 and 1978, concluded that the last statement, quoted by your correspondent, that "the use of violence is ultimately contradictory to the Gospel"...

offers no practical guidance to a persons trying to decide whether a specific war is legitimate. What is required is something more specific, something which takes all the relevant information into account. This can be achieved only when Christians relate the Church's general teaching on war and peace to the circumstances of the present and have the faith to come to specific conclusions, however provisional and even imperfect they may seem to be (*The Church and the Bomb*, p.125).

This, I suggest, applies to the current Gulf crisis.

Yours faithfully,  
D. C. JOHNSTON,  
Christ Church Vicarage,  
1 Breeze Hill,  
Bootle, Merseyside.

## Saudi rigidity over other religions

From Mr Donald Gamble

Sir, I have lived and worked in Iraq and in Saudi Arabia and am prompted to write by your report (November 12) on the inability of British troops to hold religious services in Saudi Arabia even on Remembrance Sunday.

Had these men and women been in Baghdad they could have chosen from several churches of various Christian denominations; indeed, just across the street from the hotel Melia in the Al Mansour district is the Anglican church of St George built by the Royal Artillery in memory of the thousands of gunners who died in the region.

This church has continued to hold regular services ever since the days of the British presence and for all that time has displayed the insignia of the British Army and of the Corps. In Baghdad they would also have been able to have a beer, a bacon sandwich and go to the cinema; the women would even be able to drive, swim and to sunbathe.

I have been told many times by Arabs that the Western world has no God, no principles and no pride and can always be bought. This argument is difficult to refute if prayers for our war-dead can be barred.

Yours faithfully,  
D. F. GAMBLE,  
2 The Green,  
New Malden, Surrey,  
November 12.

From the Right Reverend Monsignor G. A. Tancred

Sir, Your report in today's *Times*, headed "Religion under the veil", only serves to illustrate how far removed the Saudis are from any idea of religious tolerance, even to the point of the absurd. It would be comic if it were not for the fact that members of her Majesty's forces are there risking their lives, precisely to defend basic human

rights, one of which happens to be to practise one's religion.

Is Saudi Arabia not a member of the United Nations? Should not pressure, therefore, be brought to bear on the Saudis concerning their flagrant disregard of human rights? Why are we so obsequious to the Saudis? Is a full tanker worth a Mass?

Yours sincerely,  
GEORGE A. TANCRED,  
St Mary's,  
Cadogan Street, SW3,  
November 12.

From Mrs E. V. Numan

Sir, Our forces stationed in the Gulf are not permitted to hold openly a Christian religious service, even to remember and pray for members of their own regiments who have died in previous conflicts.

If war does break out there, many of these young men will be killed. Will their remains be accorded a Christian burial? Will we be permitted to have a war cemetery with its customary stone cross and will the relatives of these men ultimately be allowed to go there and commemorate their supreme sacrifice in a Christian service?

Yours faithfully,  
ELISABETH V. NUNAN,  
Llwyn-y-go, Maesbrook,  
Oswestry, Shropshire,  
November 13.

From the Reverend M. Barber

Sir, Muslims are allowed to practise their faith in the open in the UK, surely the Saudis should be sympathetic to those of a different persuasion.

Yours sincerely,  
MICHAEL BARBER,  
All Saints' Vicarage,  
3 Fulwell Road,  
Sunderland,  
Tyne and Wear,  
November 12.

## Poll tax and the vote

From Mr Greville Janner, QC, MP for Leicester West (Labour)

Sir, It should surprise no one that the Home Office has issued a guideline, warning that people who refuse to register for poll tax may lose their right to vote (report, November 8).

Ministers' efforts "to reassure electors that the right to vote does not depend on the payment of poll tax", always were a sham. The new poll tax was, and will be the same as all other poll taxes — an attempt to remove from the voting roll citizens who are less well off, more disadvantaged and unlikely to vote for the Government. The Home Office circular has revealed — if any revelation was necessary — the indisputable truth about this disgraceful tax.

Yours faithfully,  
GREVILLE JANNER,  
House of Commons,  
November 10.

From the Commissioners for Hong Kong

Sir, The conclusions drawn in your leader of November 13 are unjustified. Far from casting "serious doubt on the operation of due process in Hong Kong", the unhappy saga of the Vietnamese boat people reaffirms that process and the integrity of the legal system in Hong Kong.

The facts are these: the 111 Vietnamese entered Hong Kong without travel documents. Their boat was judged unseaworthy: a trip northwards to Japan would have involved difficult open-sea conditions. No responsible government would have allowed them to proceed on such a potentially hazardous voyage.

They have declined to apply for asylum in Hong Kong as refugees, thereby precluding the Hong Kong government from seeking their resettlement elsewhere as refugees.

## Cross words

From Miss Andrea Conyers-Brown

Sir, In her letter of November 3 Mrs K. M. Reed has listed her firm rules for spinning out the enjoyment of solving crossword puzzles.

However, in his book *Spycatcher*, Mr Peter Wright tells us the Security Service crossword king was Courtney Young who in the 1950s claimed to do *The Times* crossword in his head to make it more difficult. When challenged he is said to have filled in all the correct answers without hesitation, for which feat he won five drinks in the local pub every night for a week.

Yours faithfully,  
A. M. CONYERS-BROWN,  
Kendal Cottage,  
Old Road,  
Watersbury,  
Kent.

As is their right, they have pursued in the Hong Kong courts their argument with the Hong Kong government against detention as asylum-seekers. Their legal costs have been paid by Hong Kong taxpayers through legal aid.

We have treated them as persons seeking asylum and have housed, fed and cared for them. Throughout this process, it has been within the gift of any country anywhere in the world to offer them resettlement. No country has done so.

Following the court's findings in their favour on the question of detention, our director of immigration was no longer able to treat them as asylum-seekers and was obliged instead to deal with them as he does other aliens entering Hong Kong without travel documents.

Yours faithfully,  
JOHN YAKLEY, Commissioner,  
Hong Kong Government Office,  
6 Grafton Street, W1.

## Social case for a judicial college

From Mr D. P. Herbert

Sir, The Lord Chancellor's rejection of the need to reform the system of judicial appointments (report, November 7, early editions) flies in the face of the urgent need to ensure that there is a competent judiciary which reflects the society it serves. At present there is only one black circuit judge and five black part-time judges out of a total of 684 appointees to the bench. The proportion of women judges is equally lamentable.

The continuing reliance on age as a criterion for appointment is another outdated justification for the failure of political will to carry out much-needed reform. "It is a simple fact", says Lord MacKay, "that, at present, there are not enough women or ethnic-minority candidates in the legal profession in the appropriate age groups (my italics) who are suitable for appointment". This at a time when many young judges in the various European jurisdictions are exercising their skill and ability within their highest courts.

The Lord Chancellor's department can, it seems, advocate the desirability of more black magistrates, lawyers, court clerks, police officers and probation officers, yet they cannot accept the logical application of that principle when it comes to the judiciary.

There is clear need for a root-and-branch overhaul of the present system of judicial appointments to provide for a career judiciary. This would allow for the selection of younger judges from a judicial college, with candidates from both branches of the profession and directly from universities and polytechnics.

Yours sincerely,  
D. P. HERBERT,  
3 Paper Buildings, Temple, EC4,  
November 10.

## BSB/Sky merger

From the Chairman of the Cable Authority

Sir, I hope that your readers will not assume from Lady Angley's letter (November 15) that Sky Television has always been and still is somehow beyond regulatory control and that there is no recourse for complainants about its services.

Since the coming into force of the Cable and Broadcasting Act 1984 Sky Television, as part of the cable programme services regulated by that act, has been subject to regulation by this authority and liable to the jurisdiction of the Broadcasting Complaints Commission. Sky Television has consistently acted in full recognition and acceptance of those obligations, which is perhaps why it may not have engendered many complaints.

The position has been consolidated as a result of the provision in the Broadcasting Act 1990, which requires all satellite channels originating in this country, including the new British Sky Broadcasting, to be licensed by the Independent Television Commission.

Yours faithfully,  
RICHARD BURTON,  
Chairman,  
Cable Authority,  
Gillingham House,  
38-44 Gillingham Street, SW1,  
November 15.

## Recycling junk mail

From Professor R. C. Selley

Sir, I do believe that I have found a constructive use for junk mail. This literature frequently includes licensed prepaid envelopes. Thus it is possible, at no cost to oneself, to recycle junk mail from one source to another. For example, recently I was able to invite a major clearing bank to take out a deed of covenant in favour of a well-known charity.

Such recycling provides revenue for the Post Office, thus keeping costs down, provides employment for many, and quiet pleasure to junk-mail recipients. Yours faithfully,  
R. SELLEY,  
Clare Hill,  
Deerpark Road,  
Dorking,  
Surrey.

## Growth industry

From Mr R. A. Crawford

Sir, I am pleased to tell you that the tomato seeds about which I wrote last year (November 18, 1989), and which cost £15,900 a kilogram, produced plants which yielded a large crop of excellent tomatoes. Most were between four and five ounces (110 to 150g), many were up to six ounces (170g) and one was ten ounces (300g), all of excellent flavour.

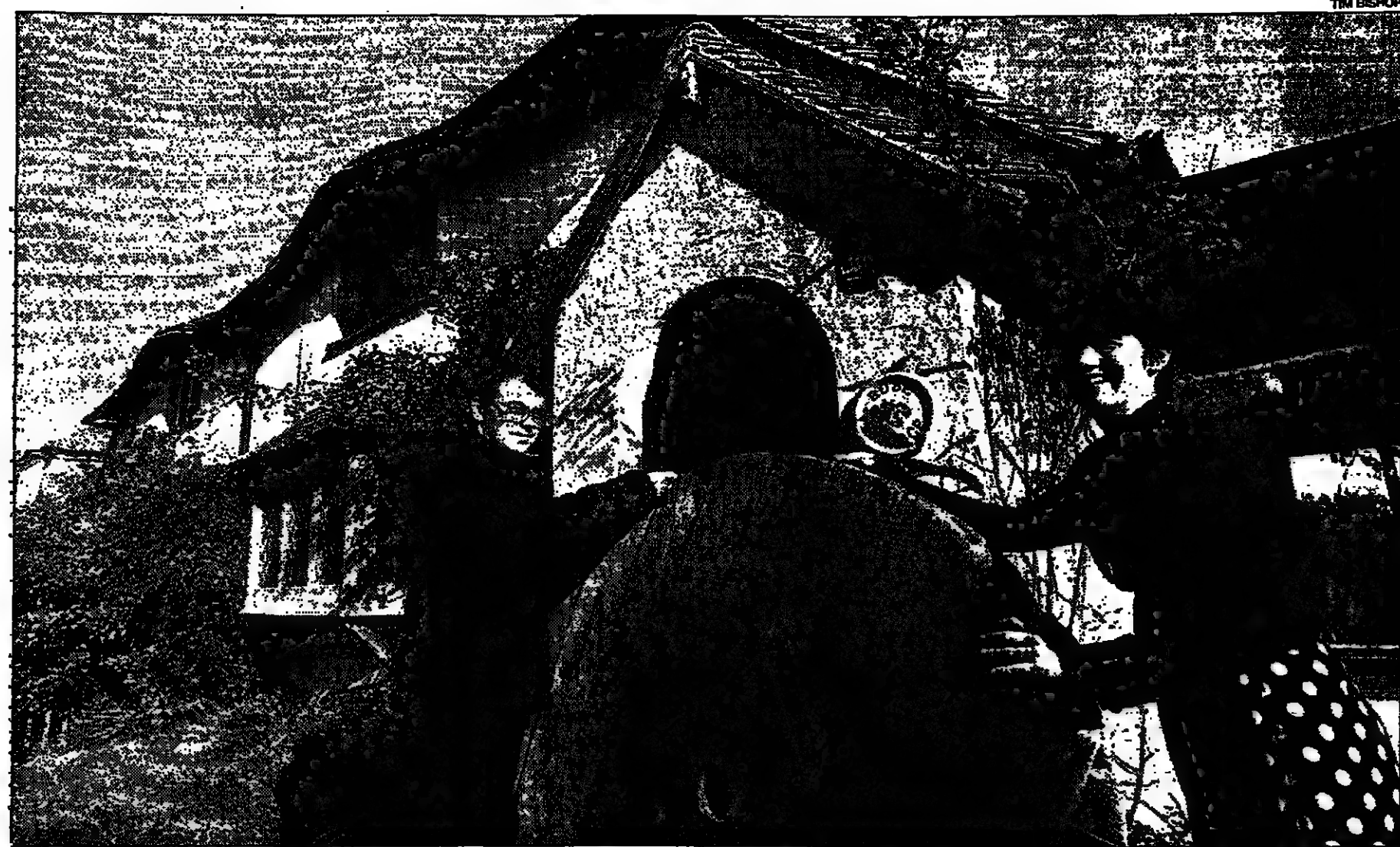
Some were in collections of vegetables that won two first prizes at the show of the Eastcote Horticultural Society.

I have recently received seeds of the same variety for next year. Thirty seeds costing £1.46 (up 8 per cent) weigh together 0.11g. That is nearly £13,300 a kilogram, about 16 per cent down on last year.

Yours faithfully,  
ROBERT A. CRAWFORD,  
8 Acacia Avenue,  
Ruislip,  
Middlesex.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.





Wayne and Gerardine Hemmingway at Rose Cottage with their British Telecom dining table: "Anything can be done with enormous nails"

## Here come the Reds

Home from home: Wayne Hemmingway

In 1982, Red or Dead was a small stall in Camden market run by Wayne Hemmingway, then a meteorology student, aged 20, in his final year at University College, London. Now it is a booming fashion company with a projected turnover this year of £7 million. The key to Red or Dead is contradiction. Which might be expected when your mother is from Morecambe, in Lancashire, and your father a Mohawk American Indian (a world heavyweight wrestling champion, who returned to his tribe when his son was aged three). Now Mr Hemmingway and his wife, Gerardine, aged 28, also from Morecambe, are a leading force in London fashion, a provincial couple with capital cred. Their clothes and shoe collections, designed by Mrs Hemmingway, mix contrasting textures and styles; chunky Doc Marten-type boots are made from see-through plastic and hoover-soled shoes are decorated with bold tartans and delicate lace. Suits are created from pink and green patchwork and "classically" cut jackets are printed with pigs, cows and babies. The look is far out, the price well within reach. Their stores bustle with middle-aged women out to shock. City dealers out to kill, and pop stars and clubbers planning nights on the tiles.

Contradictions continue in the private lives of the owners. They have a Volvo, a dog, three

children, a home in London and a newly acquired cottage on the West Sussex coast. "When we bought a home in the country we shocked a lot of people," Mr Hemmingway says. "Ask any 18-year-old what he thinks the people behind Red or Dead do on a Saturday night, and he will probably say, 'rave it up in a nightclub', not 'sit in front of a log fire in a cottage'."

The couple chanced upon the cottage by accident. "One day we drove down this road, and it was like fairyland with all the thatched cottages going down to the harbour," Mr Hemmingway says.

The cottage, inside and out, is going to look as though it is falling apart. "As this is a seaside area, we want it to look as though it has been on the beach and almost as if it has been under water," Mr Hemmingway says. The outer walls will have a "distressed" look, with the top layers of paint

peeling off, inside Mrs Hemmingway is going to experiment with different textures, multiple layers and contrasting colours. She plans to coat the walls with beeswax and then partially strip it off to reveal the surface below. Furniture will be either junk or driftwood. The huge dining-room table is a British Telecom cable reel found on the National Trust wetlands surrounding the village. It was too heavy for Mr Hemmingway to move, so he called the NT from the car. "I said I'd give them some money if they unpacked the gate and helped me lift it on to the car roof. The man who came was amazed that we wanted to make something out of it." He would be as amazed by their plans to use several telegraph poles as table bases and the sides of beds. "Anything can be done with enormous nails, you just bang it all together," Mr Hemmingway says.

Their London house in Wembley Park is just as unusual. It has rusted metal fittings, supplied by an old metal worker, and the walls are painted to look as though there is damp coming through. "Visitors would arrive and say, 'Oh dear, look at that damp. Are you just in the middle of decorating?'" Mrs Hemmingway says. "When my mum first came," her husband adds, she couldn't see the point. But young people love it. The London house is very close to their warehouse, which meant that Mr Hemmingway was constantly tempted to work at weekends. "In Sussex, I can't keep checking on everything," he says. "Now we go back refreshed." They have always loved the seaside. "In the northwest, resorts are big and brash," Mr Hemmingway says. "Here it is as though the place is always out of season." And the village is only one-and-a-half hours from London. "If you are into fashion, then the city is the only place to be," Mr Hemmingway says. "When we were young we had to get on a coach and travel to Manchester to find any fashion." Now they go out on the town, into the clubs and on to the dance floors at least once a week. "It is very important to keep a hold of the club scene, because designers need the influence of young people. The second we lose touch, we won't be Red or Dead any more."

NICOLA MURPHY

### Breeding

## Shelling out on oysters

THE Roman historian Pliny said that the only good thing about Britain was its oysters, but only in the past 20 years have the techniques for breeding them been developed. As well as growing oysters in the shallow waters off Whitstable in Kent, John Bayes's company, Seasalter Shell Fish, sells more than 20 million seeds a year to fisheries in the United Kingdom and Ireland.

The arrival of the parasite bonamia in the early Eighties hit the oyster business hard. Overfishing had reduced the breeding stock of *Ostrea edulis*, a European native, and further stock was imported from France and California, where the disease was rare. Christopher Kerrison, the managing director of Colchester Oyster Fishery, which five years ago was producing 140 tons of native oysters a year, is still unwilling to risk buying large amounts of adults breeding stock.

Most of the seed sold by Mr Bayes is from *Crassostrea gigas*, the Pacific oyster, unaffected by bonamia. *Gigas* was introduced into our breeding stock from Oregon 20 years ago. It is a hardier and more productive species than *edulis*, each animal releasing up to 50 million eggs, compared with *edulis*'s one million. Of these, 10 per cent are likely to survive. The males and females are introduced to the controlled conditions of the indoor hatchery with a water temperature of 22-24°C, slightly warmer than Britain's sea water. The female develops her eggs in the gonad,



Shipping down: the popular oyster

adjacent to and connected to the stomach. Sperm released by the male during the breeding season — perhaps triggered by water temperature — is ingested by the female and travels to the gonad. "By manipulating the conditions we can get them to perform at any time of the year," Mr Bayes says. In the wild, they would breed once a year, typically in June or July.

The *gigas* releases her fertilised eggs to hatch outside the shell. Soon afterwards they turn into larvae. When still smaller than a pinhead, the larva changes into a spat, a miniature adult. When one-tenth of an inch long, they are either sold to other fisheries, or transferred to one of Mr Bayes's "nurseries", sea ponds near Herne Bay, Kent, and in Cumbria. At slightly more than half an inch, the young oysters are introduced to the sea, in net bags, where the *gigas* are kept for two years before they are ready to eat. *Edulis* takes four years to mature.

The United Kingdom harvests ten million oysters a year. France, the world's largest single producer, produces more than a billion, mostly the Pacific variety.

A mature native, with its superior consistency and taste, fetches 80p wholesale, a *gigas* 20p. Although only 20 per cent of a typical oyster's weight of 3oz is meat, oysters are in growing demand. Perhaps they are also being recognised for their health-enhancing properties. France, with the highest per capita consumption of both butter and oysters in Europe, also has the lowest incidence of heart disease.

ALASTAIR GUILD

### Feather report

## Swanning down to Slimbridge

A SWANFALL. It sounds like a subtly beautiful and sublimely peaceful sort of occasion, but when you get a fall of Bewick's swans you get cacophony.

I had gone to the Wildfowl and Wetland Trust at Slimbridge, Gloucestershire, in the hope of such a thing, enticed by information that the Bewicks had been coming in unprecedentedly early. The summer drought has been affecting countries other than our own: there is a shortage of pond weed in the ditches of the Netherlands, and the Bewicks, instead of lingering there, have been moving on rapidly to their wintering grounds in Britain; that means, mainly, the Ouse Washes and Slimbridge.

And what swans they are. They are smaller than the familiar mute swan, with a straighter neck, and are glorious birds even if you did not know that they breed only in the tundra at the northern edge of Siberia. They would be delightful enough even if they just sat there and looked pretty. But when I arrived at Slimbridge after the swanfall, the place had gone mad.

Bewicks go in for a strict hierarchical system in their flocks. When the birds assemble for winter, the most urgent item in their minds is this hierarchy: a system that, once established, will last throughout the winter. This is not a quiet business. It is bedlam, and to sit within a few feet of it all at Swan Lake, Slimbridge, is one of the great British birding experiences.

The hierarchy works by families, so when the birds threaten and challenge each other, they do so mob-handed. A pair arrives at the wintering ground with the cygnets it has raised this year, birds not far short of adult size. The more cygnets they have, the more clout they carry. The most efficient breeders are, therefore, the most favoured.

The attack ritual goes through five phases. The first is simply a Paddington Bear hard stare. One family swims at another, glaring. At this point, the weaker family can back down, but it may prefer a more aggressive option.

The noise starts at stage two. "Voice: varied soft or loud and

far-carry, musical bugling calls," *The Complete Book of British Birds* says. At stage two, they are already employing loud ones. The families swim at each other, stretching their necks forward and back in unison: a noisy, but graceful way of inviting the opposing family to step outside.

The third stage is an escalation with half-open wings and greater noise and excitement. If the standoff continues, the entire family moves into stage four, the full-wing flap. You can get a dozen birds, in a giant oval, facing each other, virtually standing erect on the water surface, flapping their wings and bugling fit to burst. It is glorious, deafening and splendid, when, if neither family has backed down, the boss male of one family goes for the male of the other (stage five). There is a brief pursuit, a shower of spray, and if he is quick enough, the pursuing male grabs the fleeing male from behind. It is a uniquely undignified end for the loser.

The winner will keep hold for a minute or so, and then it will be over. Bloodlessly, but very noisily, the hierarchy has been established. Once this has all been worked out, the swans can winter in peace.

INDIVIDUAL Bewicks are recognisable by their bill patterns, the exact combination of that striking black and yellow. This is extremely handy for researchers and, no doubt, for the birds themselves. The top swans at Slimbridge for some years have been a pair called France and Valois, and they look like repeating their triumph this year. They arrived early, and brought not only four cygnets but also a couple of yearlings from the previous year's brood.

Bewicks seem to be as obsessed with precedence as the most ardent inhabitants of the Faubourg St Germain. The principal difference is that Parisian society seems so drab and uninteresting after you have left cards with the Bewicks of Slimbridge.

**SIMON BARNES**  
You can sponsor a swan for £20. Further information from the Wildfowl and Wetland Trust, Slimbridge, Gloucester, GL2 7BT.



Robin Jacques

### Country Events

#### THIS WEEKEND

● Gardening demonstrations: Experts from the Royal Horticultural Society give advice on plants for winter colour. West Midlands RHS Regional Centre, Pershore College of Horticulture, Pershore, Worcestershire (0386 558443). Today 10am-noon.

● Ghostly coach trip: The tour encompasses a haunted manor, the most haunted village in Britain and a haunted pub. Tourist Information Centre, 77 Promenade, Cheltenham, Gloucestershire (0242 522878). Tomorrow, £19.50 including meal.

● Christmas emporium: Sixty craft stalls, hand weaving and spinning demonstrations and brass band. Quarry Bank Mill, Styal, Walslow, Cheshire (0625 527466). Today, tomorrow 11am-4pm, 50p, child 30p.

● Craft in Action '89: Crafts for sale and demonstrations, fairground organ, carriage rides, walks in the deer park. Durham Maassey Hall, Ayrton, Cheshire. Today, tomorrow 10am-4.30pm, free.

● Winter birdwatch: Ornithological extravaganza by the West Cumbria Groundwork Trust. Meet Hursfold Point car park, near Garsington, Oxfordshire. Cumbria. Tomorrow 10am.

● Rayleigh craft fair: Eighty stalls and many demonstrations, including glass blowing, leather,

mill and satin work. Mill Hall, Rayleigh, Essex. Today, tomorrow 10am-5pm, 80p.

● Afternoon walk: Exploration of the Stretton area, organised by the Saffron Walden and District Footpaths Association. Meet Saffron Walden Common car park, Essex. Tomorrow 2pm.

#### NEXT WEEK

● Bickling tour: Behind-the-scenes tour of the 17th century house owned by the National Trust, followed by a garden walk. Bickling Hall, Bickling, near Aylesham, Norfolk (0263 733084). Thurs 11am, 25 (bookable).

● National Tree Week: Launched on Wednesday with the Great British Tree Death, in which Stive Crant makes plantings in Scotland, Wales and England, travelling by helicopter. Hundreds of different events will be taking place throughout the country from Thursday until December 2. Details from local authorities, conservation groups, or the Tree Council, 35 Belgrave Square, London SW1 (071-235 8854).

● Tamworth Castle by candlelight: The Norman shell-keep will be illuminated by more than 500 candles. Tours, with guides in Elizabethan costumes, include the haunted room and the newly opened chapel. Period music, songs and dance. Tamworth Castle, Staffordshire. Thurs, Fri, Sat 6.30-9pm, 22.50, child £1.60.

JUDY FROSHAUG

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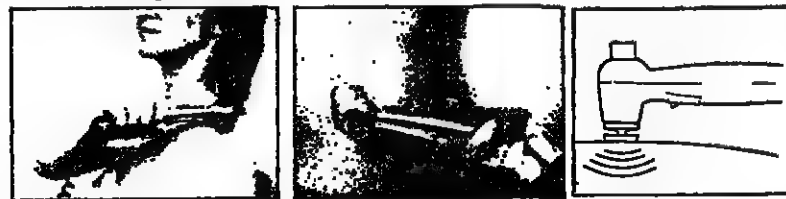
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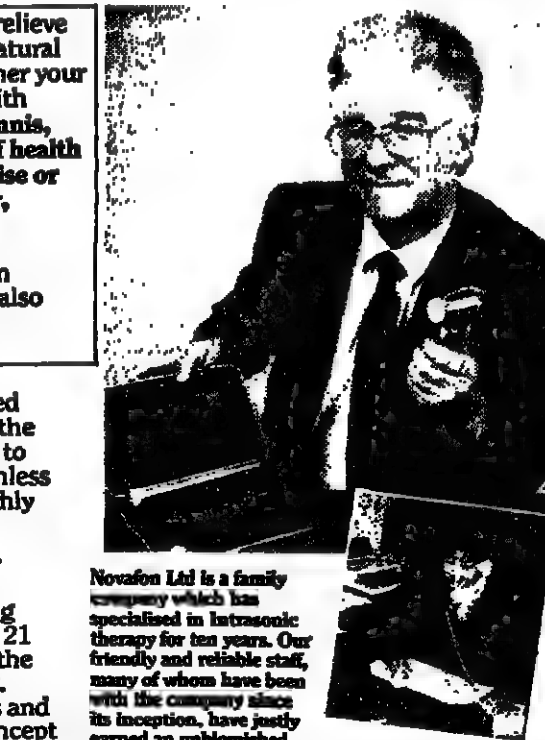
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هكزا موالا







Help: Vicki Thomas, ironer

## Dashing away with nostalgia

VICKI Thomas had her premises blessed by her brother-in-law, a Scottish minister, before she opened her ironing service last March. Eight months later, she is seen walking down the quiet back street in Bristol's Clifton area where the new business is located, with beautifully ironed altar cloths carefully folded over their arms.

You do not, however, need a dog collar to enjoy the benefit of Ms Thomas's ironing - anyone can drop laundry at the shop in Alma Vale Road at 8am for collection at 5pm - and a postal service is available. Shirts, skirts, Bermudas or blouses, dresses, duvets, sheets and napkins are all dashed away with her smoothing iron.

The service is not cheap, but if you are a busy executive or a hand pushed working mother the time saved is more than worth the cash outlay. Ms Thomas says, "The idea for the shop came while Ms Thomas was working in the Middle East with a travel company. "There was an ironing service on every street corner and I would take mine in the morning and collect it on the way home from work," she says.

"I thought, if this service can be provided in Dubai surely it would be a boon to busy people in the United Kingdom. However, for the first week I just sat there. Nobody came in. I wondered what on earth I had done," Ms Thomas applied her sales and marketing experience, and the work started to trickle in. "Once customers had tried the service, they kept coming back," she says.

Now a typical customer comes in for a weekly pick-up of 20 immaculate shirts, each on a hanger, at a cost of £20.

The price list, on a white card printed in gold and Cambridge blue, has a nostalgic charm: "Blouse plain - £1.00, blouse fancy - £1.05. Nightdress short - 55p, nightdress long - 95p. Trousers short - 55p, trousers long - 95p. Shirt evening - £1.25. Veil - £1.35. Towels hand - 30p, towels bath - 45p." The old-world atmosphere is not confined to the service. The front shop is like a Victorian parlour, with comfortable chairs and a sofa to wait on. Ms Thomas dresses for work in a dazzling white, ankle-length linen apron, tied in a huge bow at the back, and white mop cap.

Ten hours' work a day, six days a week, takes its toll on equip-

ment. A regular domestic steam iron lasts Ms Thomas about three months. For detailed work she uses a variety of small, pointed irons. She also has a £3,000 "finishing table" for heavy fabrics and sheets. Wear and tear on the workers (Ms Thomas has one part-time helper) is another matter. "You can't sit down to iron," she says. "It slows you down and makes it difficult to get into the fiddly bits." But backache is apparently not a problem. "I wear leather-soled shoes, and change them four or five times a day." A hot bath at the end of the day sorts out the rest.

The Alma Vale Road shop provides a collection and delivery service in Bristol. A discreet Oxford blue van, with gold letter-



Smooth operator Vicki Thomas

ing on the sides, has become a recognisable feature around town, and Victoria's Ironing Services also provides a nationwide postal service.

For an extra £1.50 plus postage and packing, tricky dress shirts or intricate evening gowns will be sent back to you by return, cushioned in tissue inside a stout box.

If you are in a real hurry, Ms Thomas will provide a cup of coffee and a chat while you wait. "I love to meet the customers, and this is the kind of job that can be done while having a conversation," she says.

ARTHUR FOSTER  
Victoria's Ironing Services is at 47 Alma Vale Road, Clifton, Bristol BS8 3HL (0272 239559)

Arthur Young visited Spencer House, the London home of the Earls of Spencer, in 1772. "I know not a more beautiful piece of architecture," he wrote. "Nor is the fitting up and furniture of the rooms inferior to the beauties of the outside. All, in richness, elegance, and taste, superior to any house I have seen." The rural and architectural essayist had extended his work *A Six Weeks Tour of the Southern Counties of England and Wales* to include Spencer House.

Few of the great mansions which once lined the avenues from the Mall to Piccadilly survive. Fewer still enjoy anything like their former splendour. When Lord Rothschild's company RIT Capital Partners took over the 125-year lease of Spencer House five years ago, he embarked on a heroic venture to restore the house.

The interior designer David Milner was responsible for restoring the decoration inside the house, and now the scagliola pillars and pilasters gleam, gilded Corinthian capitals glitter and once again the Great Room is as Young beheld it: "... the ceiling [sic] which is coved, is in mosaic'd compartments, green and white and gold; gilt medallions are let into it. The door-cases exceedingly elegant, their cornices supported by pillars, finely carved and gilt."

The anteroom is back to biscuit, gold and white, the hangings are a red and gold brocade shot with turquoise. Santi di Tito's *Knights of Malta and Family*, from Lord Rothschild's collection, survey the rejuvenated room in the apex. The dining room will be hung with the five Benjamin West paintings commissioned by George III for Buckingham Palace but never until now hung together. The Royal Doulton company is making 4,500 pieces of china and the damask for the curtains has been especially woven to the original designs.

Spencer House opens officially on November 19, as a glorious mix of museum, art gallery and formal entertaining rooms.

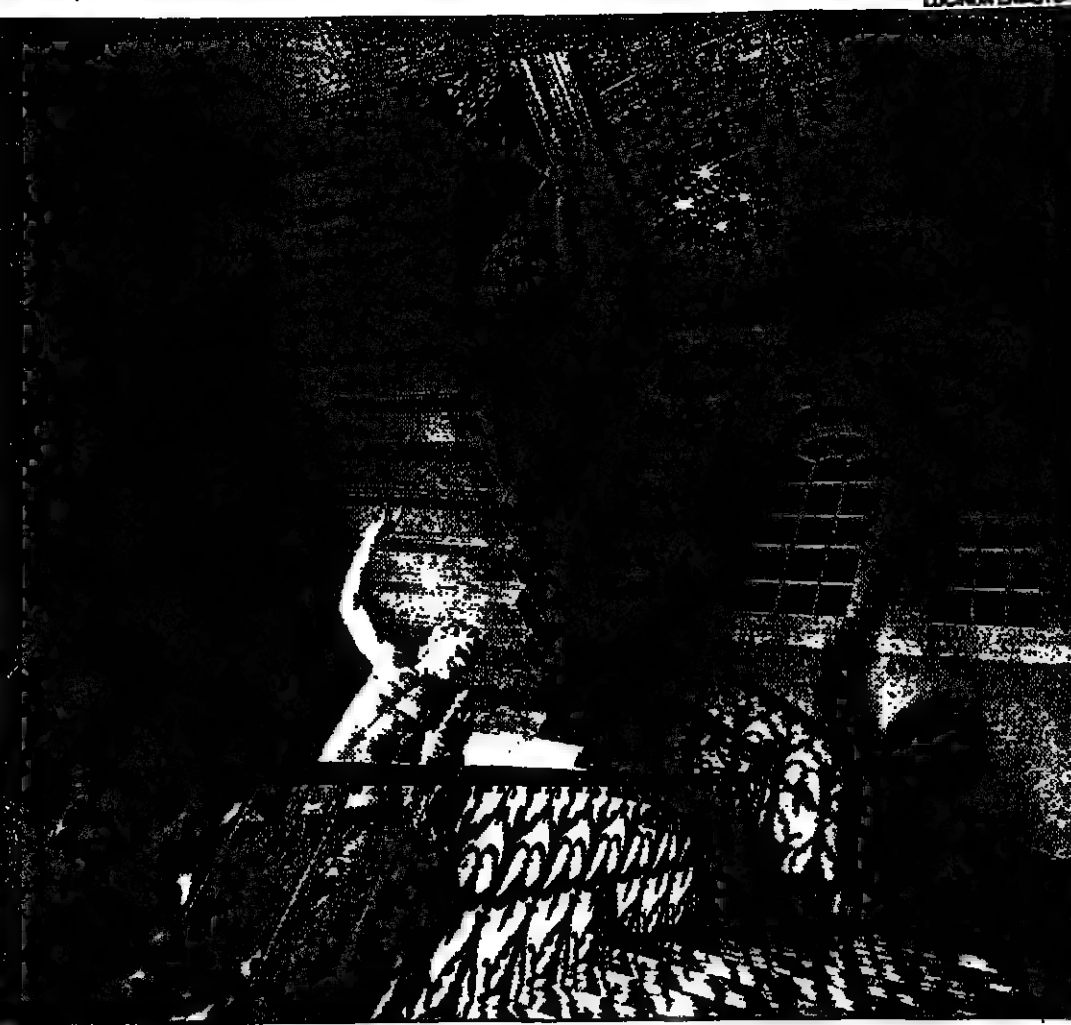
Henry Wrong, who retired as general administrator of the Barbican Centre last November, took over the running of Spencer House a week later. He said: "I have moved from the ugliest building in London to the most beautiful."

The house had been let go somewhat over the years. The first Earl Spencer married his sweetheart Georgiana Poyntz in secret on the evening after his coming of age in 1755. They processed in state from his home at Althorp, Northamptonshire, to London and the following year acquired the site in St James's Place. Within months the ground floor was finished, and when the house was completed it was as much a peer to their connubial bliss as a

## The revival of an age of elegance

An 18th century stately home in the centre of London has been restored by Lord Rothschild. But Spencer

House will be expected to pay its way, Eluned Price reports



Rags to riches: the Spencer House staircase, with elaborate metal drapery by John Vardy

celebration of the finest art, architecture and craftsmanship which the 18th century could afford. As the diamond buckles on Spencer's honeymoon shoes were worth then £30,000, we may assume that whatever the couple's problems, they would not have been typical first-time buyers.

The house, designed by John Vardy and remodelled by James "Athenian" Stuart, expresses the

contemporary preoccupation with classical antiquity. Columns of every order, Greek and Roman frieze, relief of Venus, Bacchus and Apollo abound. "The carving and gilding is unrivalled," Young wrote, swagged with laurels and festooned with flowers, no surface is untouched.

Whether the house's 20th century tenants have appreciated their lodgings is a matter of

cluded John Harris, keeper of drawings at the Royal Institute of British Architects. Gervase Jackson-Stops of the National Trust, and John Martin Robinson, then with English Heritage. Joe Friedman was commissioned to research the history of the house, which runs to two volumes.

While the rear wing of the house is given over to offices, all the principal, or "fine rooms" as Mr Wrong calls them, have been restored in the 18th century manner, and will be used to much the same purposes as the originals. The state rooms will host official banquets, some royal functions - the fiftieth birthday party of Constantine, the former Greek king, was held here in September - and corporate entertainment.

Spencer House will be open to the public for six months of the year, two days a week. The aim is not to recoup the cost of restoration, but to finance the running costs of the house as a gallery, with pictures on loan from, among others, the Queen's Collection, and as a museum, with furniture from the Victoria & Albert Museum.

The most magnificent feature of the house is the carving. From the gilt-brass handles and escutcheons, encircled with the Spencer "S" in acanthus arabesques, to the marble chimney pieces which he will replicate when he has found sufficient fine marble, it is the work of Dick Reid, Britain's foremost master carver. He made the waterleaf door and window architraves, the overdoors with their console brackets on either side and the fluted dados.

The Palm Room is his pièce de résistance. Working from old photographs and Vardy's original designs, he has reproduced the pillars carved as palms in the blend of theatrical and oriental popular with the later Georgians. The barrel vaulted ceiling above the stairwell, the arches of the anteroom, the ribbed and coffered coives of the Great Room are studded with rosettes picked out in gold leaf.

The Painted Room, trailing blue convolvulus over a green ground, was refurbished under the British Oxygen Company's tenancy. The first neo-classical painted room in England, it celebrates love and marriage, with Venus, Hymen, Cupid and putti surrounded by birds and flowers.

Unfortunately the exuberance of nature does not extend to the garden, which adjoins Green Park. In 1772 Young found nothing "more pleasing than the park front, which is ornamented to a high degree, and yet not with profusion." Only a few lone clumps of white nicotiana, a stunted mahonia and some scrawny box edging the lawn remain.

Spencer House, 27 St James's Place, London SW1 (071-409 0256). The museum will be open from 1991.

## Christmas Gift Guide

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50lb SL, 50.5lb SL, 51lb SL, 51.5lb SL, 52lb SL, 52.5lb SL, 53lb SL, 53.5lb SL, 54lb SL, 54.5lb SL, 55lb SL, 55.5lb SL, 56lb SL, 56.5lb SL, 57lb SL, 57.5lb SL, 58lb SL, 58.5lb SL, 59lb SL, 59.5lb SL, 60lb SL, 60.5lb SL, 61lb SL, 61.5lb SL, 62lb SL, 62.5lb SL, 63lb SL, 63.5lb SL, 64lb SL, 64.5lb SL, 65lb SL, 65.5lb SL, 66lb SL, 66.5lb SL, 67lb SL, 67.5lb SL, 68lb SL, 68.5lb SL, 69lb SL, 69.5lb SL, 70lb SL, 70.5lb SL, 71lb SL, 71.5lb SL, 72lb SL, 72.5lb SL, 73lb SL, 73.5lb SL, 74lb SL, 74.5lb SL, 75lb SL, 75.5lb SL, 76lb SL, 76.5lb SL, 77lb SL, 77.5lb SL, 78lb SL, 78.5lb SL, 79lb SL, 79.5lb SL, 80lb SL, 80.5lb SL, 81lb SL, 81.5lb SL, 82lb SL, 82.5lb SL, 83lb SL, 83.5lb SL, 84lb SL, 84.5lb SL, 85lb SL, 85.5lb SL, 86lb SL, 86.5lb SL, 87lb SL, 87.5lb SL, 88lb SL, 88.5lb SL, 89lb SL, 89.5lb SL, 90lb SL, 90.5lb SL, 91lb SL, 91.5lb SL, 92lb SL, 92.5lb SL, 93lb SL, 93.5lb SL, 94lb SL, 94.5lb SL, 95lb SL, 95.5lb SL, 96lb SL, 96.5lb SL, 97lb SL, 97.5lb SL, 98lb SL, 98.5lb SL, 99lb SL, 99.5lb SL, 100lb SL, 100.5lb SL, 101lb SL, 101.5lb SL, 102lb SL, 102.5lb SL, 103lb SL, 103.5lb SL, 104lb SL, 104.5lb SL, 105lb SL, 105.5lb SL, 106lb SL, 106.5lb SL, 107lb SL, 107.5lb SL, 108lb SL, 108.5lb SL, 109lb SL, 109.5lb SL, 110lb SL, 110.5lb SL, 111lb SL, 111.5lb SL, 112lb SL, 112.5lb SL, 113lb SL, 113.5lb SL, 114lb SL, 114.5lb SL, 115lb SL, 115.5lb SL, 116lb SL, 116.5lb SL, 117lb SL, 117.5lb SL, 118lb SL, 118.5lb SL, 119lb SL, 119.5lb SL, 120lb SL, 120.5lb SL, 121lb SL, 121.5lb SL, 122lb SL, 122.5lb SL, 123lb SL, 123.5lb SL, 124lb SL, 124.5lb SL, 125lb SL, 125.5lb SL, 126lb SL, 126.5lb SL, 127lb SL, 127.5lb SL, 128lb SL, 128.5lb SL, 129lb SL, 129.5lb SL, 130lb SL, 130.5lb SL, 131lb SL, 131.5lb SL, 132lb SL, 132.5lb SL, 133lb SL, 133.5lb SL, 134lb SL, 134.5lb SL, 135lb SL, 135.5lb SL, 136lb SL, 136.5lb SL, 137lb SL, 137.5lb SL, 138lb SL, 138.5lb SL, 139lb SL, 139.5lb SL, 140lb SL, 140.5lb SL, 141lb SL, 141.5lb SL, 142lb SL, 142.5lb SL, 143lb SL, 143.5lb SL, 144lb SL, 144.5lb SL, 145lb SL, 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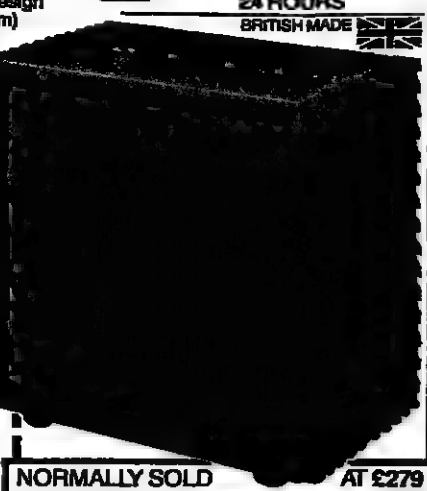
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# Ring in the nouveau

Jane MacQuitty selects the best of Thursday's beaujolais nouveau arrivals

The 1990 beaujolais nouveau vintage very nearly failed. Not in terms of quality, for 1990 is, for the most part, a good, ordinary beaujolais nouveau year. The wines have a sound crimson/purple colour, backed up by soft, easy-drinking, gamy grape fruit. But too many of the wines lack the exuberant, vibrant acidity and style of a first-class beaujolais nouveau vintage.

The hot, dry, summer was no doubt responsible. But at least rain at the end of August swelled the healthy grapes, increased the crop and allowed growers to pick early, from September 3, and to finish about September 25. An early harvest allows the growers more time to vinify and blend their wines. So, by rights, it should have been possible for the larger concerns, at least, to find wines with sufficient zip and zing to beef up the mostly bland 1990 beaujolais nouveau fruit. As my tasting reveals, not all have succeeded in their quest and, given modern wine weaponry and the growers' extended vinification time, there is no excuse for the unacceptable wines I tasted.

Where the 1990 beaujolais nouveau vintage has clearly failed, however, is in an increasingly competitive wine trade, in which British buyers' hearts and shelves are being won by the Channel in the first place. Several important wine retailers such as The Victoria Wine Company and Majestic Wine Warehouse have, for the first time, decided not to sell their own nouveau. Others have only reluctantly joined the beaujolais bandwagon, at the eleventh hour.

This year's wine trade beaujolais blues stem from higher duty levels since the last nouveau vintage, plus a drop in the value of sterling against the franc and the inevitable, but for once not extortionate, increase in growers' prices. Faced with the unlovely prospect of being forced to sell what is, at best, a simple red November quaffer for well over £3



Handful of fruit: Jane MacQuitty savours Safeway's "stunning, fresh, zesty banana and raspberry packed" beaujolais nouveau, the winner

**RECOMMENDED**  
Unwines Beaujolais Nouveau, E. Loran, Unwines, £3.59.  
Loran is one of the leading beaujolais merchants and every year it supplies Britain with numerous different nouveau blends. Unwines' offering is successful this year because of its soft, pleasant, easy-drinking cherry and raspberry fruit. With a dash more acidity, this would have been another winner.

**WINNING WINE**  
Maurice Cheun Beaujolais Nouveau, Safeway, £2.99.  
Safeway's stunning, fresh, zesty banana and raspberry packed beaujolais nouveau stood out like a beacon at this tasting. Head and shoulders above the competition. To have this depth of nouveau flavour and finesse at this price level is extraordinary; "absolutely giving it away", as one competitor said when he heard the price. Anyone celebrating beaujolais nouveau's arrival with this will go to bed happy.

**HIGHLY RECOMMENDED**  
Paul Boutinot Beaujolais Nouveau, Peter Dominici, £3.49.  
Not in the same league as Safeway's offering, but a very palatable beaujolais nouveau all the same. What separated this wine from the pack was its deeper, carmine purple colour and full, invigorating, plummy, raspberry fruit. Its rich, velvety style is all too easy to drink, a vital nouveau attribute.

one of the few wines at this tasting to boast that *bombon acidulé* or fruit drop quality that the French relish. Georges Dubouché Beaujolais Nouveau, Wizard Wine Warehouse, £3.99; Davidsons and Fullers, £4.49; Thresher and Victoria Wine, £4.79.

Surprisingly, as I am usually a great fan each year of M Dubouché's offering, this wine was not my style of nouveau. There is nothing wrong with its zesty-salty fruit flavours, but salt-like nouveau, although widely admired by some, and useful when accompanying food, is, I think, an acquired taste.

**ACCEPTABLE**  
Jean du Barre Beaujolais Nouveau, Thresher and Wine Rack, £3.69 (£6.98 for two).  
Blended especially by Thresher's buyer from a wide range of sources, this bright, light, lemony wine has lots of rhubarb-like fruit on the palate. No doubt in an attempt to redress the vintage's failings, it suffers, as does the wine above, from an excess of acidity.

**BOILERPLATE**  
Beaujolais Nouveau, Les Vignerons Réunis de la Cuvée de Bully, Waitrose, £3.29.  
Waitrose does not have much of this wine to sell, which is, perhaps, just as well. Its strong, juicy-fruity scent is impressive, but the palate

## Events in town

### THIS WEEKEND

- Charity recognition and auction: Signed photographs of famous people taken when they were children. Guest of honour, Barbara Gardiner, in aid of the Sharon Allen Loukasia Trust. Christie's, 8 King Street, London SW1, Tues, 6.30-9pm, £15 (071-588 1628 or 071-588 2712).
- Dillons signethon: Book-signing session with many famous personalities, including Stephen Fry, Victoria Wood, Fatima Whitbread, Emma Thompson. Proceeds to Save the Children Fund, Help a London Child, Friends of the Earth and Crisis. Dillons, Gower Street, London W1, Today, from 10.30am.
- Scottish craft fair: Forty-five exhibitors, selling and demonstrating. Craftsmen, Royal Highland Showground, Edinburgh. Today, tomorrow 10.30am-5pm, £1, child 50p, under fives and car park free.
- Christmas antiques and collectors' fair: More than 700 stands selling furniture, porcelain, clocks, jewellery, books, prints, games and toys. Alexandra Palace, London N22. Tomorrow 11.30am-5pm. Adult £2, accompanied child free.
- Live steam model railway show: Model engines in steam, a miniature passenger railway, railway societies and trade stands. Kew Bridge Steam Museum, Brentford. Today, tomorrow 11am-5pm, £1.60, child 90p, family ticket (two adults plus up to three children) £5.

### NEXT WEEK

- National astronomy week: Range of events taking place throughout the country, including the Planetarium, Greenwich, and Mills Observatory, Dundee. Mon to Fri Planetarium (081-858 1157), Mills Observatory (0382 57138).
- 1990 Jobs, Training and Career Opportunities Exhibition: Advice for school leavers, the unemployed or anyone looking for a new career. Exhibitors from the retail trade, journalists, law, the police, travel agencies, armed forces. Job centre and careers guidance centre manned throughout. Alexandra Palace, Wood Green, London N22. Tues 10am-7pm, Wed 10am-5pm, free.
- Concert for St Cecilia's Day: The patron saint of music will be lauded by the Ripon Cathedral choir and orchestra. Ripon Cathedral, Ripon, North Yorkshire. Thurs 7.30pm, £5, child £2 at the door.
- Crafts for Christmas: Craftsmen and women, some demonstrations. All items hand made. The Town Hall, Wadebridge, Cornwall. Fri 10am-8pm, Sat 8.30am-5.30pm, free.

JUDY FROSHAUG

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Continued on next page







# From the surreal to the unreal

A court case in Hawaii has focused attention on thousands of victims of a racket in fake Dali prints, Sarah Jane Checkland reports

Before his death in January 1989, Salvador Dali was said to be relishing the mushrooming of fakes of his works. "I detect some satisfaction," said his secretary Robert Decharmes. "He sees it as a confirmation of his fame." Despite being bedridden and connected to a drip, the colossus of surrealism still had the last word.

Now, after a four-year investigation into a racket involving fake prints which netted an estimated \$100 million (£50 million), and a five-month trial in Hawaii, some progress has been made towards cleaning up the mess. The credibility of much of Dali's oeuvre is still in doubt, however.

On November 5, Harold R. Fong, a district judge in Hawaii, sentenced an attorney, William Mett, his co-defendant Marvin Wiseman and the Center Art Gallery for their roles in a "massive mail and wire fraud" involving the publication, distribution and sale of fake limited-edition lithographs attributed to Dali. The "inexpensive, calendar quality, photomechanical reproductions," as the judge put it, had been selling for between \$1,000 and \$20,000.

Fines totalling \$1.3 million were imposed, but the court allocated only \$368,000 to the victims of the fraud, and thousands of disappointed customers in the United States will probably never receive compensation. Thousands more fakes are believed to be circulating in Europe, where there have been no such prosecutions. Those convicted are still in business in Hawaii, pending an appeal against their convictions, and are even, according to the justice department, offering suspect Chagalls in exchange for fake Dalis brought in by their victims.

If Dali were still alive, he might be less than amused to discover that, because of inevitable fears in the market and the lack of a full catalogue raisonné for works after 1949, most prints from that date onwards, whether genuine or not, have been rendered worthless. Many auction houses and dealers

refuse to sell them. The investigation in Hawaii was launched thanks to the initiative of Lee Caterall, a journalist on the *Honolulu Star Bulletin*. Alerted in 1985 by his brother, an art professor in the US, to a suspicious advertisement for Chagall prints in a magazine in New York, he visited one of five branches of the Center Art Gallery in Honolulu, posing as a buyer. Then he wrote about his experience of the gallery's hard sell.

"The salesperson said Chagall had personally supervised the creation of the print," he says. "When I questioned Wiseman later, he said the salesperson was wrong; supervision did not take place, but, nevertheless, it was a genuine print."

Mr Caterall's article brought forth a barrage of complaints from the public, including one from a sailor at Pearl Harbor who had paid an exorbitant amount for a "dud" Dali.

Soon Mr Caterall found himself writing more about Dali fakes than about Chagall. According to Mr Caterall, some customers spent \$20,000 to \$30,000 on prints such as *The Discovery of America by Christopher Columbus*, advertised as "the finest piece he [Dali] has ever produced". It was a copy after a well-known Dali painting in the Salvador Dali Museum in

**'They bought not from love of art, but as investment to support their children's education, or to bolster retirement'**

Florida. The Center Art Gallery sued for libel; Mr Caterall countered with more articles. The gallery then withdrew its complaint in 1986, but by this time the city prosecution office had started its own investigation. Early in 1987 the investigation became nationwide.

Prints and records were seized from five outlets in April 1987, but records had to be returned in early 1988 by order of a judge. Indictment finally took place in January 1989, two days after Dali died, and the trial began a year ago, concluding last May, with sentencing this month.

One reason for the length of the hearings was the amount of evidence from victims, who were,



The joker and the deceivers: Salvador Dali (seated, left), the attorney William Mett (standing, centre) and Marvin Wiseman (standing, right)



Surreal thing: a fake lithograph of Dali's *The Battle of Tetanus*

according to Mr Caterall, ordinary people conned into buying "not out of love for art but as investment to support their children's education or to bolster their retirement".

There were lengthy discussions over whether the faking Dali had been capable of signing some of the paper used; the conclusion being that he was not.

A glimmer of light relief was supplied by the witness Monsignor Eugene Clark, the American representative of the Vatican Museum. Center Art had claimed that some images were lovingly printed on "sheepskin from the Vatican flock". Mr Clark testified that there was no such flock.

One complication was the fact that Dali had, indeed, signed a few

blank sheets, but, according to Reynolds Morse of the Dali Museum in Florida, he did it only as a joke. Dali apparently also had some form of contract with the Center Art Gallery at the end of the Seventies.

The joke has rebounded, Mr Morse says, by the number of sheets being exaggerated to tens of thousands in the world's press. Why should Dali waste his time signing so many blank sheets for meagre profit, when, according to Mr Morse, he could produce a \$100,000 drawing or water colour within half an hour?

Virginia Panoosian, of the International Foundation for Art Research, gave evidence on "the enormous extent of this problem", telling of "the many hundreds of victims who were misled and misinformed about the originality and value of the works they were buying".

There was much pacing around as lawyers tried to define the terms used in the case. Lawrence L. Fox, for the defence, launched into a

complex argument based on so-called "degrees of authenticity", while Leslie Osborne, for the prosecution, claimed the case was a simple matter of deceiving the public about the extent of Dali's involvement.

Now, because Center Art's business records had to be returned, nobody knows what funds are available to compensate other buyers who have lodged claims. According to a statement from the American government: "No restitution was ordered for the hundreds of other known victims in the case, but the judge did order the defendants to turn over to the US Postal Inspection Service all business records relating to the sale of the 26 bogus items."

At least, according to Miss Panoosian, the case is a strong deterrent, sending "a highly desirable message to others who might be inclined to repeat this offence".

Dali was known to have dreaded death, but he is well out of the chaos and ignominy which now surrounds his name.

## Ford sale backfires

Impressionist market surprises New York

AUCTIONEERS in New York deserve danger money after a week of Impressionist sales peppered with triumphs and disasters. As the dust begins to settle, it appears that, although values have returned to those of 1988, the market is still moving.

Sotheby's stepped up first with 37 works from the Henry Ford II collection, offered by the heirs of the company's late vice-chairman. Disaster struck, however, with \$20 million-worth (£10.2 million) left unsold.

Theories offered for the setback included a boycott by buyers resentful of Sotheby's pre-sale guarantee of \$50 million, a practice believed to support the market artificially.

Significantly, the one painting offered without a guarantee, Renoir's *La Tasse au Chocolat*, matched the world record for the artist at \$18.5 million.

The star factor won through next day with paintings from the Greta Garbo collection. Her Renoir of the artist's son, Edmond, sold anonymously at \$7 million (estimate \$4-\$6 million), while Renoir's *Leontine et Coco* went for \$5.72 million.

According to David Nash, the Sotheby's expert, the week was one of growing "confidence and appetite". He wished the Ford paintings had not come up first. Of the company's losses on the unsold Ford paintings, estimated at \$23 million, he said: "We have not lost a single dollar. We have bought some very valuable paintings."

Over at Christie's the performance remained relatively steady, often due to solicitous lowering of reserves, but there were some notable surprises. Why did Van Gogh's *Garden of Flowers* make \$8.36 million, which Christie's says is a world record for any drawing, while his oil painting *Daisies and Poppies* failed to sell?

Some work maintained the market's recent momentum. A water lily painting by Monet fetched \$8.6 million, compared with the \$8 million paid for a similar painting in May, and a Degas pastel of dancers, which sold for \$1.3 million in 1987 and \$1.5 million in 1988, achieved \$2.4 million last week.

S.J.C.

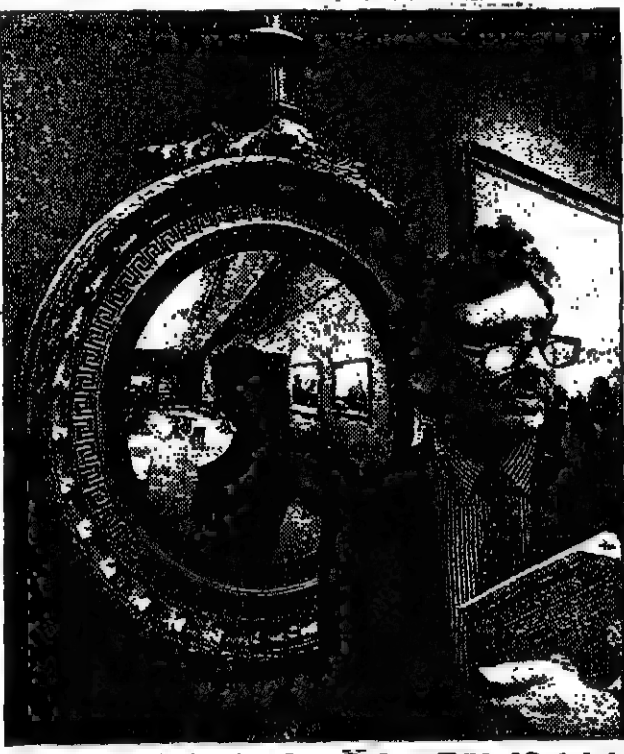
### Mirrors

## The fairest of them all?

LUXURY, for Daisy Ashford in *The Young Visitors* (sic), was "a sumptuous spot all done up in gold with plenty of looking glasses". The 17th century French court painter Charles Le Brun, with his *Galerie de Glaces* at Versailles and his many imitations in the vainglorious palaces of 18th century German princelings, would have agreed with her.

For others mirrors are spells for magicians and tools for tricksters. They symbolise truth and prudence, and equally vanity and lust, as wicked stepmothers find, they do not lie.

Mirrors of polished stone or metal are almost as old as artifice, and the Roman use of glass mirrors backed with zinc is attested by Alexander of Aphrodisias, as well as by Pliny. Their reflective qualities were probably no better than those of the spotty, dark and distorting metal-



Reflecting on the looking glass: Graham Child of Sotheby's

backed products of the Nuremberg guild of glass mirror makers 1,300 years later. Although there was a death penalty for Murano glass makers who took their secrets beyond the bounds of the Venetian republic, a number of them made their way to Antwerp, France and England in the late 16th century. Some were employed by Sir Robert

Mansell in making the first English mirror-glass in the years before the civil war. After the Restoration the Duke of Buckingham held a rather similar position of monopoly with his Vauxhall glass-house. The 18th century has been called "the age of the looking glass". The leading furniture-makers and designers and the

greatest wood-carvers threw themselves into the creation of suitable frames to hold glasses, from the simplicity of form and splendour of material of 17th century silver, through the airy fantasies of Chinese Chippendale and the whimsies of rococo, to the solid probity of regency.

This week a new book devoted to wall mirrors from 1650 to 1900 has been published, written by Graham Child, the head of Sotheby's furniture department. He is a knowledgeable and authoritative guide, although he could have been better served by his publisher. Eighty colour illustrations are not really enough, and the 830 black and white illustrations which are the core of the book are all too often of poor quality, because they have been recycled from auction catalogues. The text, too, is not always as clear as it might be, much of it reading like captions run together.

However, *World Mirrors* should prove invaluable as a reference work, because it is not merely a nationalistic as are many furniture books, but deals with the varied histories and traditions of all the major European countries and the United States. It is also illuminating on the techniques of glass and frame-making. What is missing, alas, is the magic.

HUON MALLALIEU

World Mirrors by Graham Child is published by Sotheby's Publications, price £52.50

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## BBC 1

- 7.00 Crystal Tipps and Allstars.  
Children's animated fun about a girl and her dog (r) 7.05 Jansson's Story Time. Animation (r) 7.30 Puddingtime. Cartoon (r) 7.35 Babar. Animated version of the children's classic tale of an elephant.
- 8.00 Breakfast Serials. Children's programme featuring six different series ranging from thriller to mad-camp comedy, with characters all played by Caroline Barry, John Beggins, Lucy Janine and William Pettie.
- 8.35 Strawberry Shortcake. Cartoon adventures in outer space.
- 9.00 Going Live! Children's magazine hosted by Sarah Greene and Philip Schofield. The guests include comedians, magicians and other entertainers.
- 12.15 Grandstand introduced by Desmond Lynam. The line-up is (subject to alteration). 12.20 Football: a preview of this afternoon's first round FA Cup matches: 12.55, 1.25 and 1.50. 1.40 News. 1.50 Sports. 2.00 News. 2.10 and 4.00. 2.15. 2.20. 2.25. 2.30. 2.35. 2.40. 2.45. 2.50. 2.55. 3.00. 3.05. 3.10. 3.15. 3.20. 3.25. 3.30. 3.35. 3.40. 3.45. 3.50. 3.55. 4.00. 4.05. 4.10. 4.15. 4.20. 4.25. 4.30. 4.35. 4.40. 4.45. 4.50. 4.55. 5.00. 5.05. 5.10. 5.15. 5.20. 5.25. 5.30. 5.35. 5.40. 5.45. 5.50. 5.55. 6.00. 6.05. 6.10. 6.15. 6.20. 6.25. 6.30. 6.35. 6.40. 6.45. 6.50. 6.55. 7.00. 7.05. 7.10. 7.15. 7.20. 7.25. 7.30. 7.35. 7.40. 7.45. 7.50. 7.55. 8.00. 8.05. 8.10. 8.15. 8.20. 8.25. 8.30. 8.35. 8.40. 8.45. 8.50. 8.55. 9.00. 9.05. 9.10. 9.15. 9.20. 9.25. 9.30. 9.35. 9.40. 9.45. 9.50. 9.55. 10.00. 10.05. 10.10. 10.15. 10.20. 10.25. 10.30. 10.35. 10.40. 10.45. 10.50. 10.55. 11.00. 11.05. 11.10. 11.15. 11.20. 11.25. 11.30. 11.35. 11.40. 11.45. 11.50. 11.55. 12.00. 12.05. 12.10. 12.15. 12.20. 12.25. 12.30. 12.35. 12.40. 12.45. 12.50. 12.55. 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THEATRE

# Caretaker of subtle paranoia

Harold Pinter's recent plays lack the menace of old, argues Benedict Nightingale, but his masterpieces still have disturbing power

Harold Pinter spent the 1980s fiercely espousing radical causes, adapting books for the screen, directing rather disappointing plays by other people — and writing sadly little of his own. His 1990s look like being different in one respect only. Original Pinter may well be in even shorter supply. If he pens anything much more or longer than the 17-minute piece the National staged in 1988, *Mountain Language*, it will be a surprise. The Pinter dig seems to have difficulty throwing up so much as a shard these days.

Yet both internationally and nationally his reputation remains more formidable than that of any other British dramatist. Next Tuesday his first major play, *The Birthday Party*, gets a fresh showing at The Place, and will be followed by revival after revival: Peter Hall's production of *The Homecoming* in January, *Betrayal* at the Almeida at the same time, and *Old Times* on television rather later. These are not just a few candles

nostalgically lit on a cake baked to celebrate Pinter's 60th birthday. It shows there are people out there convinced that what he wrote between 1958 and 1978 still has importance in the 1990s.

They are right, too. In the past 30 years, most English dramatists have concerned themselves in one way or another with the shifts of society and the issues of the day. In the 1980s they were joined by the Harold Pinter of *One for the Road* and *Mountain Language*: two brusque plays with blunt things to say about torture and oppression. But the earlier Pinter had a more individual voice and a uniquely penetrating eye. What fascinated him was not just the social and political behaviour of *Homo sapiens*, but the animal lurking darkly within.

His best plays combine a raw power with a certain mystery: a zoologist's unsentimentality with a secret agent's feel for the hidden nuance, the giveaway gesture, the coded remark. If they sometimes seem difficult, it is because he knows that people, especially Eng-

lish people, do not necessarily say what they mean or mean what they say. His characters may suddenly start talking of something that seems off-the-point or even off-the-wall: the vagaries of London buses, or the intricate one-way system north of Oxford Circus. But in each case they are slyly warning an intruder that it is time he made an exit.

The listeners usually know very well what is being said, too. Pinter has never been particularly interested in that subject so fashionable a few years ago, "failure of communication". His characters may communicate obliquely and unconventionally, but they have little trouble making others aware of their hunger for attention, power, status, security, territory, and sex. Primary drives are asserting themselves, plain messages being conveyed: "get out", "give me that", "give me yourself".

The result can be drama rich in danger and conflict. A young builder deftly destroys the tramp to whom his troubled brother has given house-

room: *The Caretaker*. A woman turns up from the past of the wife of an edgy film director, and, in the nicest way, tries emotionally to hijack her: *Old Times*. An academic brings his wife to meet his family, and this time they really do steal her: *The Homecoming*.

Pinter's people usually seem unremarkable, the kind to be seen in any bus queue or traffic jam; but they are often desperately battling for their survival. A slip, a push, and who knows what horror may not overtake them? In both *The Birthday Party* and *The Homecoming*, seemingly innocuous young men are reduced to little more than human vegetables. In *The Dumb Waiter*, a professional killer himself ends up dead, shot by his own partner; and again for no good or clear reason.

There is a sense in which the mysteries of Pinter's plays embody their point and purpose. People clearly circle each other. They plot, manoeuvre, play family politics. Their behaviour can strike an audience as inscrutable. But if we sometimes have to work hard to sniff out their motives, so



Black words: Donald Pleasence and Robert Shaw in the 1961 production of *The Caretaker*

much the better. The warning engraved on Pinter's portal is people are out to get us, so let us be watchful, be wary, and never, ever drop our guard. His subtlest, strongest plays are practical lessons in emotional self-defence.

Irving Wardle memorably christened them "comedies of menace". They could also be described as dramas of suspicion, some might say of paranoia. Nobody but Pinter has written anything quite like them, and nobody, not even Pinter, is writing anything like them now. It would be impertinent to suggest that the impulses which gave his earlier

plays their inner energy have shifted to his life, fueling his crusading zeal, shaping his politics. But something essential went from his work in the 1980s.

The few plays he wrote were either rather bland, like the over-rated *A Kind of Alaska*, or superficial, like *One for the Road* and *Mountain Language*. In these, dark emotions are no longer bubbling beneath the dramatic skin. Subtext has become text. Fear, suspicion and anger are out in the open. Troubling strangers and sinister intruders have turned into sadistic policemen and nasty prison guards. Subtle, amorphous

dangers have become obvious, political ones. Comedies of menace, dramas of paranoia have given way to propaganda for Amnesty International: worthy, no doubt, but far less original. Yet those early plays remain to be rediscovered, and show no sign of being forgotten. Why should they be, when their author found such striking ways of dramatising some of the deepest human fears and desires? No other contemporary playwright can claim as much.

© The Birthday Party opens at The Place, 17 Duke's Road, London WC1 (071-387 0031) on Tuesday.

## Egyptian virtuosity

### DANCE

Suraya Hilal Sadler's Wells

BOTH halves of this programme start with a long set of solos, with the musicians of the Layali El-Shari Ensemble ranged across the back of the stage as the only decor. Suraya Hilal's movements are tremendously exciting, not only for the skill, grace and stamina that go into them, but for the way she can change the mood at will.

One moment she is all tragic passion, like an Egyptian version of the Dying Swan. The next, she is reincarnated as an austere spiritual being. Then again, she is suddenly watching the audience with an amused smile as her hips or shoulders seem to move with a life of their own. At her command, and not a moment sooner, the audience erupts into clapping to the music, while an immense wave of participatory enthusiasm sweeps down from the back of the house to the stage.

No art is an island, and in the playing of the musicians on their mixture of traditional Egyptian and Western instruments, there are gypsy and Spanish associations to be heard, and Indian ones too. These influences can be seen in the dancing, too.

The way that she can isolate one joint to move alone is incredible; as is the impression that just the

flesh on her upper arm or the thigh as she kneels seems to tremble, while she is otherwise still. Equally, so are the bursts of energy when every part of her body moves at once but separately, and the coordination which gives the many disjoint movements a rhythmic flow, turning them into a cohesive whole.

A pity that the three supporting dancers have some of her skill but little of her sinuous grace. That weakens a sequence of salon dances in the first half. However, Hilal's choreographic ability disguises all shortcomings in the ritual ensembles of Sema and in the evocation that ends the programme.

She is greatly helped by the impassioned singing of Saleh Matar and the enthusiastic participation of the players who cluster round the dancers with their little drums, beaming with delight.

JOHN PERCIVAL

## Modes old and new

### CONCERT

Music Projects Queen Elizabeth Hall

RICHARD BERNAS has devised a new and intriguing programme to tour around the country during the next fortnight. The musical range is rather like the tour itself, hopping from point to point from Bach's early cantata *Christ lag in Todesbanden* to Goehr's *Sonata about Jerusalem* and Part's *Es sang vor langen Jahren* by way of Stravinsky's *Cantata*.

But consistencies and parallels abound. All four works find modern life in the old modal scales. All of them have clear refrain forms. All of them are, at least in these performances, for intimate groupings of voices and instruments. And all of them, despite Stravinsky's disclaimer and Part's ostensibly secular text, are essentially religious.

There are still, though, enough differences to make their performance together problematic, not because of questions of "authentic" style — Bernas, to wonderfully refreshing effect, has his solo strings playing with full vibrato in the Bach — but because singers who are equally competent in Bach and Goehr are a rarity. Here the Bach performance, with the four soloists singing the choruses, was vocally uncertain.

Sarah Leonard was heard to much better effect in the false but glowing visionary exclamation of the Goehr, where Nigel Leeson-

Williams also made more of an impression as the sturdy narrator. Andrew Murgatroyd found his moment in the confident sinuous thrust that he brought to the long tenor solo of Stravinsky's *Cantata*.

Christopher Robson contributed a beautifully cool, plaintive but quite unromantic performance of the Part song with violin and viola. Though it is sung by a contralto in the official recording, the piece works wonderfully well as a counter-tenor number, becoming at once more ethereal and more consonant with the Baroque past.

Bachian echoes are also evident in the texture, form and seriousness of the Goehr piece, a vivid, muscular and bitter comic-strip on human folly, originally written for theatrical presentation, but here losing nothing from the opportunity to concentrate more on its unmythical instrumental writing, centred on a proud and golden brass trio. This and the Part make the programme well worth looking out for.

PAUL GRIFFITHS

## Deals in abstract discussion

THE author of this weird two-hander is Bernard-Marie Koltès, who died last year at the age of only 41, leaving behind more than one reputation. He has variously been described as a second Genet, the new Beckett, a French Fugard, and the kind of European intellectual that makes Englishmen very nervous indeed.

On the evidence of Kim Dambæk's late-night production, there is truth in all these allegations, including the last. After all, what does Koltès's passer-by do when he sees what might be a mugger in an unsavoury section of a city more than once called a jungle? He makes a bee-line for him, and engages him in 75 minutes of impassioned debate about buying, selling, giving, taking, the nature of society, and what rules the universe: providence, chance or something else.

The obvious riposte is that whatever rules this play's world, it is not common sense.

### THEATRE

In the Solitude of Cotton Fields Almeida

But then Koltès has set his action, or inaction, in one of those pregnant voids where characters whose first name is a capitalised "the" gather to exchange generalisations. The passer-by is called The Client, and his quarry The Dealer. The first is white, wears a leather jacket, and is played with some energy by Jonathan Phillips. The second is black, ramped, and performed with earnest affability by Jeffery Kissoon.

Is it all beginning to sound dreadfully abstract? The surprise is that, in spite of the Genet-like diction and the *Godot*-like eventfulness, the play grows in urgency as the Almeida clock ticks towards midnight.

For that, credit must clearly go to Phillips and Kissoon. The latter was unsure of his lines, but jointly they create the feeling that their discussion, might at any moment resolve itself in violence. But Koltès has also played his part in generating tension.

What *The Dealer* is selling, and what if anything The Client is seeking, is never revealed. It might be drugs, it might even be balloons; but increasingly it seems likely to be something odder and more amorphous, like fellow-feeling or even love. As any one, Kissoon keeps imploring Phillips to accept what he has to offer, and Phillips keeps rejecting him, mostly with a cynical contempt.

Gradually, the people come to seem as important as their philosophic ruminations. There is something wintry and cut-off about the white man. He has human needs, as The Dealer claims; but he cannot bring himself to acknowledge



The Dealer and The Client: Kissoon (left) and Phillips

them or see that this black man might in some obscure way be able to fulfil them. But the play is finally not about anything as ordinary or banal as racial prejudice. The real subject is openness to fresh feelings, new experiences. It is about wanting to transcend the self, and being too trapped to do so.

In terms of content, that is not Genet, Beckett or Fugard. But in their different ways those playwrights have habituated us to symbolism and allegory. A modern audience in late-night mood should be able to enter Koltès's theatrical shop and successfully rummage among the emotions and ideas he is selling.

BENEDICT NIGHTINGALE

## Ordinary murder

### THEATRE

Macbeth Riverside Studios

THE less hard-headed would recoil from launching a new theatre company with the Scottish Play, that work of ill omen whose evil eye has been blinked balefully at the superstitious in the profession for centuries. The Red and Gold Theatre Company, therefore, deserves plaudits for its courage.

The teething troubles in its first production at the Riverside Studios are relatively minor, promising professional standards. What the performance lacks is excitement. The director is Malcolm Ranson, the most accomplished fight director in the British theatre, and the play opens with a choreographed battle around which the three witches cast a groundsheet that hides then reveals the combatants. It is when the characters start talking that the temperature drops.

The first half soon settles into an unvaried jog, with the actors using the same pace, volume and limited vocal registers whether brooding over the shard heule or deciding to usurp the crown. As the stars hear invocation to the spirits — that terrible two-second test for an actress turning from worried housewife to murderous plotter — Lady Macbeth gasps, shocked at her audacity; but such moments are rare in this straightforward narration.

The Macbeths are a sexually close couple and it needs only a cautious message on the hotchotch from her throne to do wonders for Lady Macbeth's determination as she leads her husband off by the lapel.

Roy Marsden's regicide, vocally thinish, visually adequate, is decent enough in the part to get all the points over for students. At times it seems he might, with advantage, change places with Neil Duncan's vigorous young Banquo. This Macbeth is hardly vivid

enough to warrant the production's occasional ironies. "If it were done when 'tis done", spoken over a Viennese waltz for instance. Dry ice and David Hersey's evocative lighting cast more of a spell than the human element. In the vaguely Edwardian costumes of Demetra Hersey's design, Polly Hemingway as Lady Macbeth cuts a striking if traditional figure, red-haired in black velvet. The men tend to dark uniforms and jackboots, firearms as much in evidence as cold steel. The projecting stage tilts sideways, and the conventional set is not exploited to its full by a decent, if dull, performance.

MARTIN HOYLE

### THE SUNDAY TIMES

David Lean and fantasy

"I want to photograph everything against stars as seen through a telescope so it looks as if they [the silver stealers] are travelling through space. More and more, I realise, as I go on and get older, I get a bit more daring. Reality in the movies is a kind of bore. As soon as I go into fantasy I'm captivated." David Lean, on filming *Nostromo*, in *The Sunday Times* tomorrow.

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# Shevardnadze awaits call to higher office

FROM MARY DEJEVSKY IN MOSCOW

EDUARD Shevardnadze, the Soviet foreign minister, is being considered for a key post in an interim Soviet administration, it was confirmed yesterday. Mr Shevardnadze, who has held his post since 1985, has been canvassed as a possible successor to Nikolai Ryzhkov, the prime minister, in the event of his removal.

## Future of Soviet state in doubt

Continued from page 1  
favoured a more "broadly-based" administration. That might accord with Mr Yeltsin's belief that Mr Gorbachev had acceded to his demand for a unity coalition.

Mr Gorbachev attacked the military officer, Viktor Alksnis, who said earlier in the week that the president had lost his army, but the mood during his speech was restless and frustrated and at least one deputy said he had now lost the Soviet parliament as well.

Although the session reached no conclusion, speakers grouped around three proposals. The first, canvassed by Mr Yeltsin, called for an "anti-crisis committee" to run the country in place of the central government. It would comprise representatives of all the republics (though presumably not those trying to secede) together with "respected public figures" and have "special powers".

The second called for direct presidential rule until order had been imposed or the proposed union treaty was signed. The third, broached by the mayor of Leningrad, proposed two "supreme councils", one, comprising republic prime ministers to oversee economic development, the other, to oversee new state political structure. He supported the proposal for an "anti-crisis committee".

The three bodies are a committee to take charge of the overall running of the country from the government; a supreme economic council to co-ordinate economic development; and a supreme political council to determine the country's future structure.

Asked about Mr Shevardnadze's future yesterday, Boris Yeltsin, president of the Russian Federation, smiled and said: "He is one of the candidates."

The coming two weeks — the period in which President Gorbachev promised a government reshuffle yesterday — would be an appropriate juncture for Mr Shevardnadze to leave the foreign ministry. The Conference on Security and Co-operation in Europe summit in Paris next week — which is expected to set up permanent political and security institutions — could provide a fitting climax to Mr Shevardnadze's work at the foreign ministry. He is credited with much of the responsibility for opening up Soviet diplomacy to the outside world after the reign of Andrei Gromyko.

One sign that Mr Shevardnadze is about to leave the foreign ministry is the flurry of ambassadorial appointments — more than 20 in the past six weeks, including the transfer of Gennadi Gerasimov, the chief foreign ministry spokesman, to a European post. Soviet observers say that the moves are consistent with a foreign ministry patron wanting to settle loyal servants before the arrival of a new minister.

The only obstacle to Mr Shevardnadze's preference might be objections from his native republic of Georgia. The new Georgian president is an erstwhile dissident who would have found himself on the opposite side of the barricades from Mr Shevardnadze, the ex-KGB chief and later party boss.

Although the post he is being considered for is said to be with an interim administration, pending the creation of a new Soviet political structure by a Treaty of Union, Mr Gorbachev implied yesterday that the process of concluding such a treaty will take longer than expected and could last well into next year.

Yeltsin move, page 1  
Baltic message, page 9  
Leading article, page 11



Sunshine winner: the Spirit of Biel caught in the traffic near the finishing line where Paul Palmer acknowledged the applause (below)

## Swiss soar to victory in solar car contest

By NICK NUTTALL, TECHNOLOGY CORRESPONDENT

A SOLAR-powered car from Switzerland beat some of the mightiest names in automotive engineering yesterday by taking the chequered flag in Adelaide, Australia, to win the 1,875-mile World Solar Challenge cup.

The "Spirit of Biel", a 385 lb vehicle resembling a giant pink-and-blue cockroach and built by Swiss university engineering students, coasted into McLaren Vale, south of Adelaide, more than 400 kilometres ahead of the Japanese Honda car which had been the pre-race favourite.

"This proves we are not just a country of chocolate and cheese," said Leo Renggli, the Swiss consul-general in Melbourne, who joined 200 cowbell-ringing supporters at the finishing line.

Freddy Sidler, the Swiss team leader, said that the energy harvested from the sun over the six days was equivalent to the energy of less than one and-a-half gallons of petrol. Much of the car's development funds of around \$500,000 were raised by the 33,000 citizens of Biel.

Battling for third place are entries from Japan's Hoxan Corporation and two competitors

from America. It is uncertain where the \$10,000 British entry Solar Flair is. Organisers said yesterday they had lost contact with the five-man team led by Phil Farrand, a technical expert who works for the Williams Formula One Grand Prix team at Didcot, Oxfordshire, four days ago somewhere in the outback, but felt there was no cause for concern.

Before leaving for Australia Mr Farrand said that given the difficulties they had in raising funds, finishing rather than winning was the priority.

Thirty six cars from nine countries left Darwin on Sunday along the Stuart Highway to bid for the trophy. They travelled during the day through some of the world's most desolate terrain and in temperatures regularly above 40 degrees centigrade.

Organisers said yesterday that three cars had dropped out along the route and that a fourth, the Grundig vehicle from Denmark, had been destroyed nine-and-a-half miles north of Ceduna. Home-



for the organisers said that the driver had been lucky to escape injury.

The winner, designed and constructed at the Biel University of Switzerland's school of engineering, covered the route at an average speed of 40.1 mph using an array of silicon solar cells fueling a synchronous electric motor. The efficiency of the solar

cells, which have been grooved by a laser, was calculated at 17 per cent. This makes them four per cent more efficient than any in the world, University of New South Wales officials said.

Mercedes, Honda, Toyota, Nissan and General Motors have either entered solar cars or provided technical and financial support to several of the entrants.

## Conflict of views on pony picture

By MICHAEL HORNBY, AGRICULTURE CORRESPONDENT

THE Advertising Standards Authority yesterday stood by its decision to order the RSPCA to withdraw an advertisement showing a dead pony hanging by its neck in an abattoir.

Margaret Sims, the authority's senior press officer, said telephone calls from the public had been coming in all day, both for and against the decision. She declined to say in what proportions.

Gavin Grant, the RSPCA's campaigns director, said that he had received 1,000 calls yesterday, all but nine in favour of publishing the photograph, which was intended to highlight the society's concern that the export of live horses to the Continent to be slaughtered for food might be resumed after 1992 with the introduction of the single European market.

At present, Britain effectively bans the live horse trade by limiting exports to horses above a minimum value, including those exported for breeding.

The offending advertisement had already appeared in *The Times* and several other national newspapers before the authority took action. *The Guardian* yesterday published the text of the advert opposite a blank page.

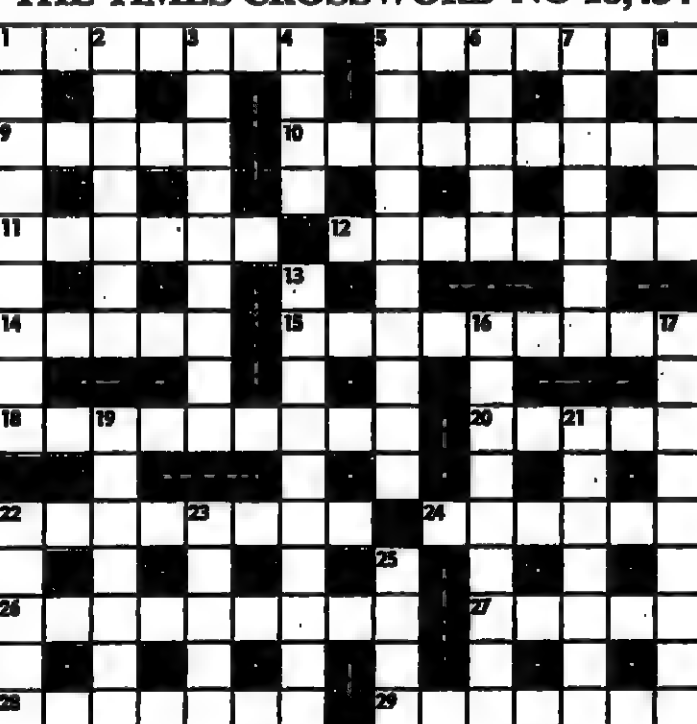
In a phone-in poll conducted yesterday by BBC Radio One's *News 90* programme, 98 per cent of some 2,500 callers said the use of the offending photograph was justified. Mr Grant said this showed that the advertising authority was "out of touch".

Miss Sims said: "We had many calls from people who were upset because they thought we were opposed to the RSPCA's campaign against the live horse trade. When we explained that we supported the cause, and were merely objecting to the use of this photograph, they calmed down."

The authority did not dispute the right of the RSPCA to use shock tactics but questioned the relevance of this particular photograph. It was very seldom that the authority moved so quickly to request the withdrawal of an advertisement without having received any public complaint, Miss Sims said. It had the right, however, to act on its own initiative as the body monitoring the advertising code of practice.

Leading article, page 11

## THE TIMES CROSSWORD NO 18,454



- ACROSS**
- 1 Staggered when conducted round old City church (7).
  - 2 Beggar gets State hand-out (7).
  - 3 In favour of investing? Look to the stage (5).
  - 4 Reprove players taking single in front of wicket, say (9).
  - 5 Tuck into harvest (6).
  - 6 Redoubtable institute adopting law reform (8).
  - 7 Drivers with no right entering arterial route (5).
  - 8 Pulled out former journalist to cover religious work (9).
  - 9 Reckless individual's crazy road speed (9).
  - 10 Doctor takes small boy for a fool (5).
  - 11 Wearing period clothing, clumsy Rose is exasperating (8).
  - 12 Suppress return matches with the French (6).
  - 13 Quiet judge, losing head, made mistake and showed favour (9).
  - 14 In this state I was compelled to return with nothing (5).
  - 15 Substance of mine covering new church screen (7).
  - 16 Motors though seen possibly to have consumed spirit (7).
- DOWN**
- 1 A soldier's biography to keep (4,5).
  - 2 Table of duties when importing duck or other fowl (7).
  - 3 Oaks, for instance, where chestnuts may be found? (5-4).
  - 4 Diver originally an expert swimmer (4).
  - 5 Calamity for first person trapped in wartime missile base (10).
  - 6 Get hot and take a breather in the river? Quite the opposite! (5).
  - 7 A hindrance to worker in firm (7).
  - 8 Minister to negotiate (5).
  - 9 Flier employed by Russian Navy (3,7).
  - 10 Making a concession permitting access (9).
  - 11 Relaxing one's guard is risky (9).
  - 12 Rush forward to use theatrical performer (7).
  - 13 A burden to eschew (7).
  - 14 Subject Titmouse pictured in detail (5).
  - 15 Play part in exhibition (5).
  - 16 A tool for tots, reportedly (4).

**Solutions to Puzzle No 18,448**

WHAT IS THE PELICAN? EGGURHOLLA  
SUDOEALHTWICK  
TLEZALCLAPPE  
PRAACHGOOZIEPE  
OSASRS  
IBBENINIMORSE  
NAGPIIL  
THEPLOUGHTRAGE  
AMVYSM  
ABANDONCHASTE  
STINBEAN  
PIEGEMALHAUNT  
IRGAOLALA  
CONTENDCRYSTAL

**Solution to Puzzle No 18,453**

RAMMAEPTETRA  
YAMINTLARO  
MARINERINSTANT  
EOLIMETLAC  
ROUNDERCHIN  
EONMENN  
CLEANEDANNESS  
IITIE  
SEMINARENNORLE  
JITITORE  
BANDSROCHALIT  
OSVORAGM  
OUTSIDEOVERNAME  
TERALANANA  
HORNPIPEAMIDST

**PARKER DUOFOLD** A prize of a superb Parker Duofold International Fountain Pen, with an 18 carat gold nib and fully guaranteed for the lifetime of the original owner will be given for the first five correct solutions opened next Thursday. Entries should be addressed to: The Times, Saturday Crossword Competition, PO Box 486, Virginia Street, London E1 9DD. The winners and solution will be published next Saturday.

Name/Address

## WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

By Philip Howard

- PARAN**  
a. A celebratory shout of praise  
b. A celebrant of Pan  
c. A Mexican peasant
- STALCO**  
a. An impoverished gent  
b. A deep-sitting gully  
c. The crupper of the hay
- ELT**  
a. The Phoenician script LT  
b. A young rabbit  
c. A young ewe
- SCHLAGBOERS**  
a. Cattle with striped crura  
b. A German dwelling-overd  
c. A leucocytic official

Answers on page 13

## TIMES WEATHERCALL

For the latest region by region forecast, 24 hours a day, dial 0858 500 followed by the appropriate code.

- Greater London 701  
Kent, Surrey, Sussex 702  
Dorset, Hants & IOW 703  
Devon & Cornwall 704  
Wiltshire, Gloucestershire, Herefordshire, Shropshire, Hereford & Worcester 705  
Berkshire, Bucks, Oxford 706  
Bedfordshire, Essex 707  
Norfolk, Suffolk, Cambridgeshire 708  
West Midlands & Shropshire 709  
Stratford, Hereford & Worcester 710  
Central Midlands 711  
East Midlands 712  
Lincoln & Humberside 713  
Dyfed & Powys 714  
Gwynedd & Clwyd 715  
N.W. England 716  
W & S Yorks & Wales 717  
N.E. England 718  
Durham & Tees Valley 719  
S.W. Scotland 720  
W. Central Scotland 721  
Edin & Fife, Lothian & Borders 722  
E. Central Scotland 723  
Strathclyde & E. Highlands 724  
N.W. Scotland 725  
Cairnness, Orkney & Shetland 726  
N. Ireland 727  
Weathercall is charged at 33p per minute (cheap rate) and 44p per minute at all other times.

## AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code.

- London & SE traffic, roadworks:  
C. London (within N & S Circs.) 731  
M-ways/roads M4-M1 732  
M-ways/roads M1-Dartford T. 733  
M-ways/roads Dartford T.-M25 734  
M-ways/roads M25-M4 735  
M25 London Orbital only 736
- National traffic and roadworks:  
National motorways 737  
West Country 738  
Wales 739  
Midlands 740  
East Angles 741  
North-east England 742  
North-east Scotland 743  
Scotland 744  
Northern Ireland 745
- AA Roadwatch is charged at 33p per minute (cheap rate) and 44p per minute at all other times.

The winners of last Saturday's competition are: Mrs Apperley, West Bassetts, Higher Street, Merriott, Somerset; G V Lister, Horseshoe, Larkview Crescent, Worcester; S R Corran, Ferry Road, Felicitown, Suffolk; S Birkett, Findon Road, London; H L Seccombe, Norton Grange, Little Kimeton, Warwickshire.

Complete crossword, Page 13

## WEATHER

England and Wales will be cloudy with outbreaks of rain and drizzle, and hill and coastal fog in many western parts. In the afternoon brighter, showery weather over Scotland and Northern Ireland will extend southeast to all but southern England. Showers in the North-West could be heavy at times. It will be very windy in the South and North, with gales in exposed places. Outlook: rain likely in most parts.

## ABROAD

Area	Temp	Wind	Cloud	Notes
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	

## AROUND BRITAIN

Area	Temp	Wind	Cloud	Notes
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	

## LIGHTING-UP TIME

Area	Time
London	4.08 pm to 7.28 am
Bristol	4.10 pm to 7.30 am
Cardiff	4.02 pm to 7.22 am
Manchester	4.10 pm to 7.40 am
Perth	4.30 pm to 7.40 am

## HIGH TIDES

Area	Time
London	1.32
Algeria	1.32
Algeria	1.32
Algeria	1.32
Algeria	1.32

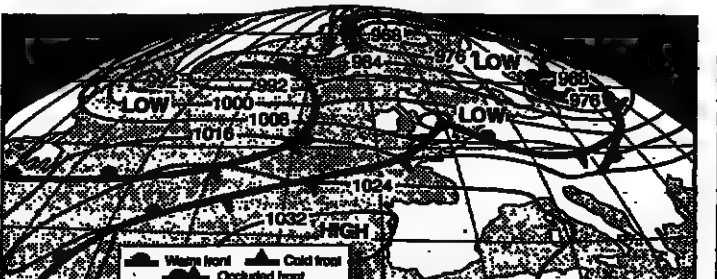
## HIGHEST & LOWEST

Area	Temp	Wind	Cloud	Notes
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	

## GLASGOW

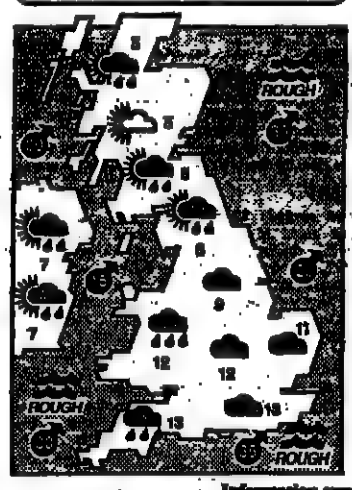
Area	Temp	Wind	Cloud	Notes
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	

## NOON TODAY

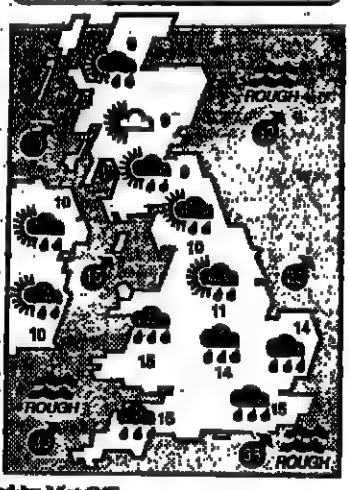


Area	Temp	Wind	Cloud	Notes
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	
Algeria	18	10	0	

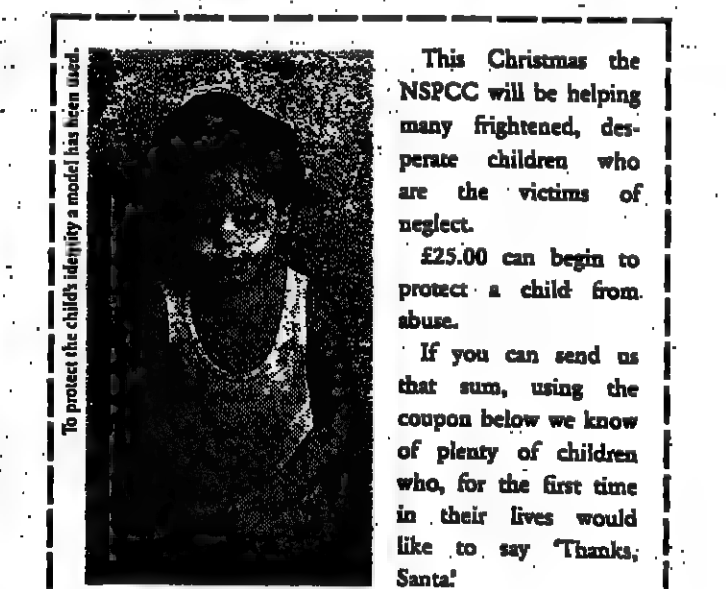
## AM



## PM



Information supplied by Met Office



To protect the child's identity a model has been used.

This Christmas the NSPCC will be helping many frightened, desperate children who are the victims of neglect.

£25.00 can begin to protect a child from abuse.

If you can send us that sum, using the coupon below we know of plenty of children who, for the first time in their lives would like to say 'Thanks, Santa'.

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I WANT TO HELP A CHILD RIGHT NOW.

I enclose my Cheque/Postal Order for:

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I would like to donate by Access/Visa, expiry date

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Send your donation to: Christopher Brown: Ref 911526

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Or call free on 0800 777600.

NAME: Mr/Mrs/Ms/Miss

ADDRESS

POSTCODE

NSPCC

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# To be nice and cuddly is premier task

Paul Gascoigne's claim for Mrs Thatcher as nice and cuddly hardly applies to any British government's relations with sport generally since sport became gradually accepted after the second world war as part of the national culture and psyche in every corner of society.

Denis Howell has explained in his memoirs how he extracted from Harold Wilson at the time of his initial appointment as a junior minister with responsibility for sport in the education and science department £500,000 for the 1966 World Cup. Howell's eventual promotion to minister of state within the housing and local government ministry and then in the environment department gave him access to cabinet papers and cabinet committees, yet he never received what many regard should have been his due reward: cabinet rank and thereby direct access to the Treasury's sticky paw.

No Conservative prime minister has ever elevated the sports minister beyond the level of a parliamentary under-secretary within the Department of the Environment; and Richard Tracey testified to the House of Commons environment committee in 1985 how only 20 per cent of his time was available for sport and recreation matters. The remaining 80 per cent was fragmented between gyms, mineral planning, planning matters and appeals, royal parks and palaces and ancient monuments and historic buildings.

The sad history of sport at government level is illuminated by the recent revelations in *The Times* of the oppressive financial burdens. Peter Bromage, treasurer of the Rugby Union, and Richard

Evans, a racing journalist, have explained how taxation and VAT are killing respectively profits from the fastest-growing international ball game serviced by voluntary non-profit-making devotees and the survival hopes for Britain's international blood-stock industry.

The British Olympic Association survives every four years with its appeal for private funding to replace the slices of its profits gobbled up by the Treasury. And the overall disparity between the government out of £3 billion from sport and sports-related activities in return for the price it pays to the Sports Council and local government grant aid of about £300 million produces an annual net profit to Whitehall of £2.5 billion.

As an industry, sport contributes more to the national wealth in fiscal and prestigious value than any constituent member of the Confederation of British Industry could dream of amassing. Yet its recognition and appreciation at government level in material terms are persistently ignored and, when sought, rejected.

The real problem rarely surfaces in the sports pages, and the remaining columns and columns ignore it or do not trouble to comprehend it. This is the constitutional politico-legal mix embedded within the fragmentation of government involvement in British sport since it was pioneered by Lord Hailsham when he was Minister for Science and Technology in Harold Macmillan's government during the early 1960s.

He has explained in *The Door Wherein I Went*: "It occurred during a cabinet meeting in which



## COMMENT

EDWARD GRAYSON

government responsibility for sport was being discussed. It was being said that, properly speaking, responsibility for sport was being shared between quite a number of departments and authorities, education, local government, universities, the services, and all the voluntary bodies dealing with athletics, from the Olympic and Commonwealth Games and League and cup football at the top, to badminton, fives and even chess at the most refined and esoteric end of the spectrum.

"I pointed out that recreation generally presented a complex of problems out of which modern government was not wholly free to opt, and which government funds were, in fact, and were likely to continue to be, committed in one way or another in coaching, in the provision of playing fields, in matters of safety at racecourse and football grounds.

I waxed eloquent on this subject, talking of the fires for Olympic competitors and many other topics. I suggested that there was a need, not for a ministry but for a focal point under a minister, for a coherent body of doctrine, perhaps even a philosophy of government encouragement... My eloquence had its effect on the prime minister and, before I knew where I was, I

was left to organise the first government unit of the kind under Sir John Lang, who had been Secretary of the Admiralty when I was First Lord."

Nearly 30 years later and with the eighth successor to Lord Hailsham still relegated within the under-secretaries at the environment department, "a coherent body of doctrine, perhaps even a philosophy of government encouragement", has yet to emerge at Whitehall and Westminster.

Thus, the crucial importance to national health, fitness and security, of physical education at all ages, and particularly between the key formative years of 14 to 16, as essential for the national curriculum, hardly appears to have entered the consciousness of the sports department and government ministers allocated to whatever period of office they are required to endure there.

The parallel problem of protecting school and other playing fields from commercial development contains the bizarre paradox that the last word for granting or rejecting planning permission belongs to that self-same department which has housed the junior minister with responsibility for sport during the 20 years since it was

shunted there by Edward Heath in 1970.

When the admirable proposal emerged earlier this year jointly by Colin Moynihan, then minister for sport, and the Liberal Democratic Party sports spokesman, Menzies Campbell, for bringing anabolic steroids into the prohibited drugs area (after a Home Office announcement in 1987 had placed this issue under consideration), it was queried by civil servants in the Home Office. They demonstrated a failure to understand this particular abuse of health as well as of sport and the sporting ethic, and so far no action has been taken for implementing the recommendation for legislation.

That same department is responsible for crowd control and safety at sporting events. It was responsible for the lacrosse in the Safety of Sports Grounds Act 1975, which regulated licensing requirements for first and second division football grounds but took no action on promotion or relegation permutations, which, together with the discretionary content of the Green Guide ancillary to it, left the gap into which the Bradford City disaster fell on the eve of the club's promotion from the third to the second division.

The Home Office also initiates the rag-bag of football hooligan legislation which has stuttered on to the statute book throughout the 1980s without any attempt to equate this insensible evil with comparable sanctions on drunken motorists by legislating for mandatory disqualification on convicted offenders by compulsory

attendance or detention centre orders on match days.

At the time last year when the government was working itself into a near-paranoic condition for attempting to alleviate the unfulfilled threat of English football supporters' travels to Italy for the World Cup, the prime minister met not only her ministers from the environment and Home Office and the law officers, but also Foreign Office advisers (which also has its finger in any South African sporting pie).

When overseas sporting participation permits are required, the employment department enters the stage; and rural recreational activities are regulated by the agriculture and fisheries ministry while water sports remain with the environment department.

More significantly, and perhaps of greater importance, are the differential financial attitudes with which local government officials and their councillors approach the discretionary rate relief which have been available to sporting bodies, and particularly the voluntary sporting sector, since the General Rate Act of 1967 and, more recently, the Local Government Act of 1988. Sporting organisations, especially clubs which compensate for lack of school facilities for whatever reason by providing coaching services, are entitled to qualify as sporting educational charities for a discretionary rate relief.

Discrepancies exist not only among local authorities for the manner in which this is operated with variations of relief or refusal. The smaller populations in Scotland, Wales and Northern Ireland receive more sympathetic attitudes towards grant aid from their re-

gional national offices than the amorphous environment department allows or encourages for local authorities in England.

Parliament alone can fill this particular gap by legislating for compulsory rate relief where the untold numbers of volunteers strive to do the government's work for it through the health, education and recreational facilities enjoyed throughout the community.

With the Sports Council next year marking 1991 as the Year of Sport and the World Student Games at Sheffield preceding the rugby union World Cup, is it too much to ask for someone somewhere in Whitehall and Westminster at last to take on board Lord Hailsham's need... "for a focal point under a minister, for a coherent body of doctrine, perhaps even a philosophy of government encouragement", with a seat at the cabinet table?

For how much longer must British sport, which contributes much to the national character, wealth and prestige, be treated as a Cinderella by a government machine which feeds so greedily upon its internationally marketed products, yet consigns it to a provoking role without even a voice to be heard when the annual battle for departmental hand-outs makes the headlines before every parliamentary session?

The prime minister may not know how much goodwill could be generated if she were ever to be seen to be nice and cuddly to British sport generally, not just to Paul Gascoigne.

● Edward Grayson is a barrister and authority on sport and the law.

## BOXING

# Benn the brawler may meet his match in Eubank

By SRIKUMAR SEN  
BOXING CORRESPONDENT

BOXING is not what it used to be. In the old days you knew what to expect from a contest, value from Mills, Farr, Robinson, Basilio, Marciano, Monson, Minter, Figueira and Ali.

These days you do not know quite where you are. James "Buster" Douglas can box beautifully one day to knock out the unsteady Mike Tyson, and the next time out take his \$24 million and run. Too often, television viewers have stayed up late for a "load of rubbish".

Perspectives are lost in paper talk, paper money, paper records and pay-per-view. Therefore it is not without some trepidation that I approach the world title bout between Nigel Benn, the World Boxing Organisation middleweight champion, from West Ham, and Chris Eubank, from Brighton, at the National Exhibition Centre in Birmingham tomorrow.

On paper again, it looks one of the most exciting and fascinating contests to be held in Britain for a long time; a bout between a brawler and a boxer; the loud-mouth and the quiet man. On canvas? One can only hope. Doubts arise because Benn has faced only one solid opponent in his 28 contests, Michael Watson, who knocked him out after weathering six torrid rounds; Eubank has met no one of any substance as yet.

Benn's strengths, weaknesses and flaws are known, but Eubank's are something of a mystery. While Benn has

## Tale of the tape

Benn	Eubank
Age 28	Age 24
Height 5ft 11in	Height 5ft 11in
Weight 150lb	Weight 150lb
Stance Orthodox	Stance Orthodox
Record 27 wins (23 by KO), 1 draw, 0 losses	Record 24 wins (14 by KO), 0 draws, 0 losses

blown away 25 of his opponents, Eubank has not looked exciting winning all his 24 contests. Thus it is Eubank's form that will decide the quality of the contest. It will all depend on how good his boxing is, and how strong his heart. If his boxing is as scientific as he claims and his heart as unflinching as his demeanour, it is Benn who will be in for the fight of his life.

Unlike Benn, who was ABA middleweight champion, Eubank has little or no amateur pedigree, having been brought up in the South Bronx district of New York from the age of 14.

"I lived there for three-and-a-half years and graduated from high school. I had fought four or five times a week on the streets in South London. I never fought in South Bronx. It was my saviour," he said about his childhood. After winning all his 24 bouts without extending himself, he called himself "Quite Simply the Best", but believed boxing to be a barbaric sport and a mug's game.

From what I have seen of Eubank, his boxing has looked

good, his punches accurate and solid, and he has given the impression of being a man of more substance than any of Benn's opponents. He looks the kind of thinking boxer to work out a strategy to exploit Benn's flaws: his chin and his lack of defence.

Benn has never been happy against boxers, and always sought opponents who have come to fight on not too steady feet. José Quiñones, Doug DeWitt and Iran Barkley. When he took on a slick American journeyman, Sederline Williams, in Atlantic City last January, he found himself out of his depth. Not only did Williams' jab wobble Benn several times, but smart parrying and holding kept Benn off balance and prevented him from landing cleanly, and in the end he got away with a split decision.

If Eubank is able to follow Williams' technique, he should have little trouble mastering Benn. "I'm a skilful," Eubank says. "I can beat him with three or four boxing moves." However, the challenger's main problem will be to get past the neo-Neanderthal clubbing assaults of the first couple of rounds.

Everything will depend on how Eubank reacts to the first big punch that lands on him. As Barry McGuigan said, "I always wanted to see how my opponents took my first punch. When it goes in it can be demoralising for someone who has never been hit hard."

If, after that punch, Eubank can keep his nerve and jab and uproot all in one piece, he could stop Benn around the fifth or sixth round.

## HOCKEY

# New coach in charge of united Germany

FROM SYDNEY FREEKIN IN MELBOURNE

A NEW face will be seen in the German party when they face Great Britain in the Champions Trophy tournament here tomorrow. Klaus Kleiser, the West German team coach for the last 16 years, will be missing. The news of his sudden, albeit temporary, replacement has taken the entire hockey world by surprise.

Bernhard Peters, who has stepped in, is generally known to be a quiet man capable of showing great emotion only under exceptional circumstances. This British will be playing the newly-constituted Germany for the first time makes the situation unique, although there are no former East Germans in the squad.

Under Kleiser's guidance, the then West German team won the trophy three years in a row from 1986 to 1988, but last year in Berlin they did not seem to be particularly interested and eventually settled for the bronze medal. Most people believe that the twelfth tournament of the series will become a contest for the gold medal between Australia, the holders, and Pakistan. The unexpected can always happen in this round-robin tournament, and there have

been numerous occasions on which teams losing early grounds have never been able to recover in this the most punishing and fascinating of international contests. Its continuance as an annual event was guaranteed yesterday by Etienne Ghisbain, the president of the International Hockey Federation.

Australia have won the trophy for a record four times, the Germans three times, the Netherlands twice and Pakistan twice. The event moves back to Berlin in September, 1991, to Karachi in February, 1992, and then to England in 1993, probably at Reading.

Britain, with a fair proportion of new blood in the squad, still retain seven 1988 Olympic gold medal-winners: Faulkner, Martin, Porter, Gault, Kirkwood, Cliff, Grimley.

● The weekend programme in the Poundstretcher National League has been seriously disrupted because of postponements, leaving St Albans in a position to go to the top of the first division table if they beat Welton. In the second division, Bournville and Firebrands, second and third respectively, play each other.

## A policeman with his finger on the pulse-beat of trouble



Nerve centre: Superintendent Appleby opens another chapter in the National Football Intelligence Unit's operations against the lawless

# Where the hooligan hotline rings

THE National Football Intelligence Unit (NFIU) is the co-ordination centre in the constant fight against football hooliganism. Since March 23, its staff of seven police officers and two civilians have manned the office in Vauxhall at least from 7am to 7pm every day, but often all night when there are sensitive matches.

The match on Wednesday was an obvious case. It was a potentially combustible fixture since it was a European championship qualifying game with political overtones and many England supporters found the proximity of Dublin a particular attraction.

Using material from local forces and from individual officers responsible for League clubs, the NFIU collates information on the travel and movement of supporters, identifies known hooligans and analyses intelligence about their intentions to cause trouble. Planning and preparation are paramount. The unit passes on material to local forces about the latest tactics of hooligans. A recent example is of a hooligan concealing a weapon in an item of clothing to avoid detection by an officer, who simultaneously risks injury in carrying out the search.

One particular success of the unit has been the "hooligan hotline" (071 230-5340), which had 350 calls before the World Cup, most of which yielded important information. "I am surprised at how many people left their names and numbers," Appleby says. "It was a very useful source of information."

Using a computer that records the details of almost 4,000 hooligans, the NFIU sends to foreign countries every piece of useful information whenever England or an English club are playing abroad. An international is the

Although 109 people were arrested in connection with the match between the Republic of Ireland and England in Dublin, only 14 were English. Credit for the operation's success goes to local police and the National Football Intelligence Unit. John Goodbody reports on the unit, whose gathering of information from and distribution to police forces is vital for containing hooliganism

elimination of weeks of planning that consists with the regular traffic of information on the League and cup programmes, week after week, month after month.

Here is the timetable of the NFIU preparations for Wednesday's match: Sept 12: Superintendent Adrian Appleby, head of the NFIU, phones the Dublin police to start preparations.

Sept 26: Appleby and PC Andy Douglas travel to Colwyn Bay for a three-hour conference, chaired by the North Wales police and attended by representatives of the British Transport Police, Garda Síochána and the ferry operators. Discussions include benefits of a "no-alcohol-in-transit" policy. BTP (British Transport Police) says trains will be "dry". Appleby offers to send members of NFIU to Holyhead to assist local police.

Oct 9: Sergeant Peter Richmond of NFIU goes to Holyhead to examine embarkation points for ferries.

Oct 11: Formal request filed to all police forces asking for information about movements of supporters and intelligence about potential troublemakers. Inspector Bryan Drew supervises collation of intelligence.

Nov 8: Details of probable transport arrangements of English supporters begin to be exchanged with Garda Síochána.

Nov 9: NFIU is told ferry companies agree to total alcohol ban.

November 12: 1300: Richmond and Douglas leave for Holyhead to assist local officers with identification of potential troublemakers. They take with them photos and files of 700 known hooligans, who may be travelling. Flight from Holyhead to Dublin. Two known hooligans on board, Dublin informed. The pair are warned about their conduct on arrival.

November 13: 0130: British Rail staff say 1,000 supporters on train from Chester to Holyhead. Reports of fighting and disorder. BTP gets on train. Only 250 supporters in transit. They are unruly but no fighting takes place.

0310: Train arrives at Holyhead. Supporters interviewed and information sent to Dublin. 0454: Request from authorities observing the Fishguard-to-Dublin ferry for identification of supporters.

05:00: More identification needed at Holyhead. 1340: Train leaves Wakefield with supporters on board. Information relayed.

1447: Three known hooligans spotted going from Stranraer to Dublin. "We expected some people from the north using this route, which is why we had it covered," Appleby says.

1430: Checks requested from Holyhead on large number of supporters gathering. Pubs closed to visitors; many supporters in streets. 1445: Ferry with large number of supporters leaves.

1502: 157 supporters arrive in Holyhead from Euston. 1545: Another ferry departs from Holyhead. 1700: A ferry from Stranraer leaves with a notorious group from Lancashire on board.

1718: Birmingham Airport: more supporters leave. 1737: Hooligan hotline rings. 2115: Flight from Leeds to Dublin. All passengers screened. No known hooligans on board.

23:00: Supporters arrested for GBH in Dublin. Request for information from Ireland. November 14: 0932: Stranraer ferry checked. 1015: Private jets take off from Leeds for Dublin. "Even these have to be verified to make certain they contain businessmen, not wealthy hooligans," Appleby says.

1330: Match starts. The NFIU has so far made 697 checks and identified 57 known hooligans. About another 60 hooligans were planning to go to Ireland but have yet to be spotted leaving England.

1515: Match ends. 1530: As supporters return to the theatre of Dublin, England followers become the target for rival groups. Running street battles take place and escalate when football spectators get mixed up with march by Republicans protesting at extradition of Desmond Ellis, the IRA activist. Squads of the 800 Irish police on duty use batons to separate troublemakers. March is called off but sporadic violence continues. No serious damage reported. No officers injured.

Police arrest and charge 106 people: 11 Englishmen, 15 from Northern Ireland and the remainder from the Republic. The charges are largely for being drunk and disorderly, common assault and indecent behaviour. NFIU asked for information on Englishmen arrested. A Dublin police spokesman says: "It is very rare for Irish supporters to get involved in trouble like this."

1815: Trouble peters out. Garda Síochána supervise dispersal of England supporters.

November 15: 0045: Checks requested from Holyhead on details of returning supporters. 1155: NFIU informed that two Englishmen have been taken off the flight at Dublin and charged with being drunk. 1301: Another boardload of supporters arrives at Holyhead. 1621: Closedown report from Richmond at Holyhead. Total of 14 Englishmen arrested during operation. "A lot of hard work has gone into the operation by the unit and other police forces," Appleby says.

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SPORT

Lamb shows way amid confusion in the ranks



Captain's knock: Lamb pulls Greg Matthews for four on his way to 154, his best innings for England, against the Australian XI

FROM ALAN LEE  
CRICKET CORRESPONDENT  
ROMA

SCOREBOARD

Table with 2 columns: Player and Score. Rows include M A Atherton, M A Lamb, D I Gower, etc.

to lose three wickets in ten overs to the first new ball and two wickets in five overs to the second. It was not a great advertisement for their prospects at the Gabba, where the ball traditionally swings and where Graeme Hick, now playing for Queensland, says he has just encountered two of the greatest pitches he has seen.

Lamb made no such concession and, on an afternoon regularly interrupted by the need to retrieve balls and bats removed by the wind, he looked as complete a player as he has ever done, treating the spin of McIntyre and Greg Matthews with regal disdain.

SIX days remain before the start of the Ashes series and England are further away than ever from a settled batting order. Indeed, after losing their first three wickets for only nine runs against a near Test-strength bowling attack yesterday, they may be forced reluctantly into further upheaval.

Yesterday's scorecard at blustery Belvedere gives no obvious cause for concern. England, at 338 for six, were in control after the first of four days against an Australian XI and Allan Lamb, the acting captain, had made his highest score for his adopted country. There were runs, too, for both Robin Smith and Alec Stewart.

These three will all play in Brisbane on Friday but the dilemma has deepened over what positions they will occupy and who will bat around them. England's selectors have to urgently resolve the questions of whether Wayne Larkins can open when in transparently poor form, and whether David Gower should drop down the order from three to five.

Lamb's 154 in five hours was, like most of his centuries for England, a bristling response to crisis, an innings of square-jawed resolve. It will be labelled a captain's innings; it was certainly leadership by example. It did not, however, disguise the fact that Graham Gooch's absence is being

felt every bit as grievously as had been feared. Without him, they have few options in personnel, only in positioning.

Despite the strength on paper of the opposition, this was to some degree an artificial examination for England. David Boon captained the Australians to a clearly prescribed plan which gave all the bowlers an extended opportunity so that, for instance, McIntyre, the young leg spinner, was exposed to a long pre-lunch spell to which, in a Test match, he would not have been entitled. The weather was cruel to the fingers of slow bowlers and the fierce, cold crosswind was a trial to bowlers of any type.

The pitch was devoid of life once the shine and hardness had left the ball but England managed

to lose three wickets in ten overs to the first new ball and two wickets in five overs to the second. It was not a great advertisement for their prospects at the Gabba, where the ball traditionally swings and where Graeme Hick, now playing for Queensland, says he has just encountered two of the greatest pitches he has seen.

England's initial collapse, against the two Australian seamen, probably costing the final place in their Test party, was caused by two men playing unworthy shots and one playing no shot at all.

Larkins' innings was the most disturbing. He scored one in a tortured nine overs and would have done his confidence far less harm had he been out first ball. His footwork is currently almost non-existent. After surviving a good leg-before short by Chris Matthews and an appeal for caught behind by Craig McDermott, he was out pushing unconvincingly outside off stump and edging to first slip.

The previous ball from McDermott had hit Larkins on the right hand, apparently aggravating an old thumb injury and plainly disconcerting him. Larkins, as we all know, can be a fine aggressive stroke-player, but in his present mood his contentious selection for this tour looks more flawed than ever.

Atherton perished to a ball he should have left alone and Gower to one he should not. Enter Lamb and Smith, the Springbok salvage team. In a little over two hours,

they put the pitch and the bowling back in perspective with a stand of 136, and when Smith sliced a drive to gully his mortified expression told of a century sacrificed.

Lamb made no such concession and, on an afternoon regularly interrupted by the need to retrieve balls and bats removed by the wind, he looked as complete a player as he has ever done, treating the spin of McIntyre and Greg Matthews with regal disdain.

Only Greg Campbell, bowling a tight line to a packed offside field, contained him for long.

When Lamb fell to the best ball of the day from McDermott, snaking back at him off the pitch, his partnership with Stewart was worth 188 at better than a run a minute. It was a positive retort to a dire situation and Stewart, refusing to bow to the effects of a virus, deserves great credit, not to mention sympathy for being dismissed in the nineties for the second time in a week.

Stewart's Test place is now safe but whether he, Gower or Smith should bat at three may be debated at some length this week.

Statistics reveal lingering threat of hooliganism

By JOHN GOODBODY

LARGE numbers of football hooligans have committed criminal offences unrelated to the game. New statistics show that many troublemakers have convictions outside football, which has exacerbated the problem of eliminating violence from the game.

Despite few incidents of hooliganism this season, the threat of trouble has not disappeared on match days. It has been better contained by the police at a cost of nearly £35 million a year to the tax and community charge-payers of Britain.

The fighting between Millwall and West Ham United followers this month and the vandalism at Manchester City by Leeds United supporters last weekend show that many of the problems around the stadiums remain. England followers were also the target for the violence of rival groups after the international in Dublin on Wednesday, when 106 people were arrested in sporadic violence. Only 11 Englishmen were among those held. Three other English supporters were charged in separate incidents.

The computer at the National Football Intelligence Unit (NFIU), in its first full season of operation, lists 3,793 hooligans and a breakdown of offences showing the prevalence of non-related football crimes among hooliganism.

The offences are (in order of frequency):

Table with 2 columns: Offence and Frequency. Rows include Disorder (2,989), Violence (1,549), Theft (1,000), etc.

ation of acid house parties in southern England.

Although there are complaints from football authorities that the game has been smeared by exaggerated reporting by the media, there are frequent incidents that have not been widely reported.

Last season, several hours after a Manchester derby, gangs clashed in three pubs and a nightclub in the centre of the city and police established that the battle lines were determined by club support.

Malcolm George, the secretary of the Association of Chief Police Officers (Acpo) committee on hooliganism at sports events, says: "What is clearly evident is that the football criminal element is very much apparent on the football scene and we still have to make continual efforts to ensure matches are trouble-free."

For matches like the European championship qualifier between the Republic of Ireland and England in Dublin on Wednesday, the British and foreign police are obliged to mount an operation similar to that at the World Cup last summer. Intensive - some would say excessively zealous - policing in Italy, combined with the diffusion of supporters, meant that serious incidents were confined to the skirmish before the England-Netherlands game and the fighting in Rimini, which ended in the deportation of 246 Englishmen, although that included innocent onlookers.

Every day that a full programme of matches is played in Britain, there is an operation involving up to 7,000 officers in stadiums, on the streets and on transport systems, removing police from their regular duties.

George, an assistant chief constable of Greater Manchester police, confirms that football provides an area for a criminal element and also for other supporters, who, after drinking excessively or for other reasons, lose their inhibitions. "We are trying to tackle them on their own terms rather than fighting them on the footballs."

George is convinced of the value of covert operations using undercover officers to infiltrate gangs and expose conspiracies. Although time-consuming, costly and occasionally disastrous when cases have collapsed through unreliable evidence, these operations have enjoyed success, notably in Bolton and Manchester. They help eliminate gangs of criminals, whose activities are not just confined to football.

Supt Appleby is optimistic that the problem is being contained. Cutting the number of officers and reducing public expenditure is the long-term aim. "At the moment, it is simply not possible," Appleby says. "The safety of people going to the game and of society at large must be our prime concern."

Tracking the hooligans, page 26

SUMMARY

Fighting talk



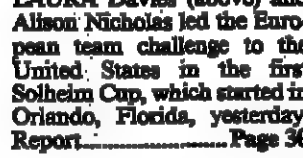
BOXING has changed since the days when names like Farr, Robinson, or Ali guaranteed entertainment but the much-heralded bout between Nigel Benn (above) and Chris Eubank tomorrow promises a return to the good old days.

On paper at least, this should be an encounter in the classic mould, between a brawler and a boxer, with Benn's World Boxing Organisation middleweight championship at stake. Srikumar Sen, Boxing Correspondent, hopes the bout will live up to expectations. Page 26

FOOTBALL

Small chance

AS THE former FA Cup-winners, Preston North End, Bolton Wanderers, Blackpool and Cardiff City, set out to recapture a taste of their former glories, tiny Littlehampton, of the Sussex County League, join them in the first round. Page 27



GOLF

Team effort

LAURA Davies (above) and Alison Nicholas led the European team challenge to the United States in the first Solheim Cup, which started in Orlando, Florida, yesterday. Report. Page 30

CRICKET

Fixture list

CRICKET-watchers will have to alter the habits of several generations next summer. The full fixture-list for 1991, released yesterday, confirms that most three-day county matches are to start on Tuesdays and Fridays rather than on Wednesdays and Saturdays, as they have done since 1920. Page 28

RUGBY UNION

Bath bubble

BATH could go a long way to making sure of the English first division championship today when they meet Leicester at Welford Road. Victory for Bath, who are unbeaten, would put half the league programme completed. Page 29

TENNIS

Delayed call



ANDRE Agassi (above) is not likely to find out until next month whether he will be banned from the four grand slam events following his late withdrawal from the field of the Grand Slam Cup in December. Report. Page 28

RACING

Golden view

MULTUM in Parvo seeks his second successive Saturday big-race prize when he tackles the £30,000 H & T Walker Gold Cup Chase at Ascot today. The Mackeson Gold Cup winner last Saturday now faces a strong northern challenge from Blazing Walker and Full Strength, who is unbeaten in ten races. Page 31

Frenchification of the English

The big sporting event of the week takes place next Tuesday (you can get 2-1 against Heseltine and 6-1 against Hurd, though my racing snout remains curiously silent on the issue) but Europe is once again bemused by Margaret Thatcher (9-5 on). Still at the crux? No ducking the bouncers? Bowling hit all round the ground? Ca va dire quoi, ça? Foreign correspondents and embassies have been trying to unravel all this impenetrable Englishness for their baffled masters.

Meanwhile, the French have launched yet another assault on Franglais, this time against le Franglais sportif. A body called the Commission of Sporting Terminology, which is attached to the office of the prime minister, wishes to remove English terms from the vocabulary of sport. In its spirited defence of the language of Proust and Prose, the body wants to outlaw le pole position and replace it with le position de tete.

Simon Barnes ON SATURDAY

Name-dropping

Here is the year's finest entry on a cricket scorecard. From a match between Andhra Pradesh and Kerala, after a batsman had been caught at short leg trying to pull a ball from outside off stump, we have the immortal line: Chamundawadachangh C Chakrabartimandam D Anantaprasannaiah 2

None of these is even close to being the longest name in cricket for that we go to Fiji, and their fine post-war batsman, I.L. Talebulaminilikemamainavale-nivevakabulaminilikelakeke. Usual spelling, please, copy-taken.

Nature's course

This column breaks new ground today and offers a nice story about golf. Arcot Hall golf course in Northumberland has one of the finest areas of rough in the country: wildflower-rich pasture, a habitat that is becoming rarer all the time. We are losing ancient grasslands at the rate of 10 per cent a year.

"I have little doubt that if the golf club hadn't preserved it, Arcot Hall pasture would have been destroyed by now. I am delighted that the club is allowing us on to their golf course to carry out this important task."

Rugby conversion

I have some hot news from the Gulf. An epic rugby match took place between A Squadron of the Queen's Dragon Guards and the 9th Communications Battalion of the Marine Expeditionary Force. As those with a passing knowledge of military lore will already have deduced, this was nothing less than Great Britain against the United States of America.

The match took place this week at Al-Jubayl, with a kick-off at 7am, at which time the temperature was a cool and bracing 90F. They played 25 minutes each way and the match was conducted without goalsposts and therefore without goalkeeping, an innovation this column recommends for rugby at all levels in either code. A Squadron ran in three tries without reply and thus won 12-0.

Shooting star

Toto Schillaci, the Sicilian superstar of the World Cup, has allegedly threatened to have an opponent shot. An incident took place after a match between Bologna and Juventus last Sunday. Fabio Poli, of Bologna, accused Schillaci of

faking the foul that led to a penalty and the only goal in the match. There were tough words on the pitch and, in the tunnel afterwards, Poli allegedly slapped Schillaci's face. Schillaci's alleged reply was: "You're done! I'll have you shot." Poli later commented: "Maybe Schillaci should have reacted with another slap or even a punch. But I would never have expected those sinister and terrible words."

All-time worst

Never let it be said that this column does nothing for its readers. Yes, it is competition time again and I am offering the winners a bottle each of Calem Colheita 1957, a tawny port which is exactly what the angels have on their tea-breaks.

The competition is for the selection of Team Nightmarc: the worst team you can select, in any sport, and on any grounds you wish. A prima donna XI? Worst haircuts football team (Valderrama and Waddle sharing the captaincy)? All-time whingers cricket XI? Dirtiest or soppiest football team? Stupid names XI? Insane XI? Boring XI? Fat XI? Alcoholic XI? You choose: the judging panel is me and my oldest cat. If you make us laugh, the port is yours.

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# Brave Davies and Nicholas spare European blushes

From MITCHELL PLATTS  
GOLF CORRESPONDENT  
ORLANDO, FLORIDA

LAURA Davies and Alison Nicholas spared Europe the embarrassment of being whitewashed with a courageous victory that restricted the United States to a 3-1 lead after the opening four holes in the Solheim Cup on the Lake Nona course here yesterday.

Davies and Nicholas overcame Pat Bradley and Nancy Lopez 2 and 1, although there was precious little else for Europe to celebrate. Indeed, not one of the other four teams managed to win a single hole, let alone a match.

"We will have to get after them in the fourth hole now to make a match of it," Davies said. "We knew it would be tough and everyone now knows how well they are going to have to score to beat the Americans. I must admit I was so nervous over the opening holes that I could hardly get the club back, but Alison kept us together as a partnership."

There was a suspicion of apprehension on the part of the Americans before the first match began. "This is like waiting for the shuttle to go up," Bradley said. It showed: Bradley, who has won more money than any other woman golfer, struck a nervous first drive, although Davies did little better by pushing a three wood into a bunker.

The hole was halved, but Europe went one up at the 2nd, in spite of Davies again putting her partner in a bunker. Nicholas struck a marvel-

**Card of the course**

Hole	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	Total
USA	4	5	4	3	4	5	4	3	4	5	4	3	4	5	4	3	4	5	72
EUROPE	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	72

lous recovery from the sand with a seven iron from 114 yards to three feet. Davies holed for the winning birdie and the two British golfers celebrated in American-style with a high-five.

Nicholas courageously holed from six feet to maintain the equilibrium at the next. Then she struck an excellent nine iron from 108 yards to eight feet at the 5th, but Davies missed the putt. Bradley still looked less than authoritative, which showed at the 6th, when she chipped short. Davies had the chance of another win, this time from ten feet, but she missed and Lopez saved the situation for the United States by holing from five feet.

Davies failed once more to take advantage of another superb approach from Nicholas, who had missed from ten feet at the 7th hole. Then, at the 8th, Lopez, who had been keeping the American pair together, made a putt of 22 feet for a winning birdie.

At the 12th, Davies hit a seven iron to six feet where Nicholas holed for a winning birdie. Europe went two up with a solid par at the

14th, where Lopez drove into a bunker and stayed ahead at the next where Davies chipped from 60 feet.

Pam Wright and Lisolotte Neumann were the first to succumb. They looked ill at ease from the beginning against Cathy Gerring and Dottie Mochrie, to whom they lost 6 and 5.

Dale Reid and Heien Alfredsson, the British Women's Open champion, likewise lost 6 and 5 against Patty Sheehan and Rosie Jones. Sheehan highlighted the round with a glorious tee shot at the 6th that finished one foot from the hole. There was some joy there for Europe because Reid holed from 25 feet for a half. Nevertheless, the Americans were in complete control and they were four under when the match ended on the 13th green.

Fate swung cruelly against Trish Johnson and Maria-Louise de Lorenzi as early as the 1st hole against Beth Daniel and Betsy King, to whom they lost 5 and 4. There, Lorenzi's approach came to rest ten feet from the cup. Daniel, however, holed from 18 feet for a birdie and Johnson missed. King strengthened the American position with a tee shot to two inches at the sixth. Johnson and de Lorenzi remained in touch until they lost both the 10th and 11th to pars.

**RESULTS** (US team first): Patricia Wright and Lisolotte Neumann lost to Cathy Gerring and Dottie Mochrie 6 and 5; Heien Alfredsson and Dale Reid lost to Patty Sheehan and Rosie Jones 6 and 5; Beth Daniel and Betsy King won from Trish Johnson and Maria-Louise de Lorenzi 5 and 4.

## SNOOKER

### Hendry in protest at offer to Higgins

By STEVE ACTON

STEPHEN Hendry, the world champion, yesterday withdrew from snooker's richest tournament, the £1 million Sky World Masters next January, in protest at a wild-card invitation to Alex Higgins.

Higgins is barred all season from World Professional Billiards and Snooker Association (WPBSA) events. As the Masters does not come under WPBSA jurisdiction the promoter, Barry Hearn, a WPBSA director, has carte blanche over invitations.

Hendry, who today begins his defence of the United Kingdom championship in Preston, considers the offer to Higgins as an insult to his own status in the face of authority. "The WPBSA has provided the vehicle for my success and the decision to ban Higgins has been totally ignored by Barry Hearn and Sky," he said.

"As far as I'm concerned neither promoters nor television should be inviting to play someone who has been banned by the world body. I have long admired Higgins's genius on the table, but a ban is a ban. My responsibility is to my fellow professionals and my association."

Hendry is managed by Ian Doyle, whose six other players will decide this weekend whether to follow suit. John Spencer, the three-time former world champion and WPBSA chairman, has already withdrawn. Doyle said: "The decision by Barry and Sky to invite Higgins is a great disappointment to the players of the WPBSA, and the fact that Barry sits on the board makes the decision even more extraordinary."

Hearn said: "I will be sorry not to see Stephen, but I don't think he's thought this decision through. As far as Alex Higgins is concerned I agreed with the decision to ban him from WPBSA tournaments, but I don't think he should be punished twice for the same offence."

Trainers' fears about running horses on ground they consider too soft without sufficient grass resulted yesterday in only 26 horses contesting six races with £64,000 added prize-money. Today, 34 horses will be chasing £81,000 of added prize-money, which is a great disappointment for sponsors and the Ascot authorities.

Wyatt took the unusual step of publicly defending the state of the course following the vociferous criticism. "I walked the course before racing and I was disappointed to find ground. Following the first race, I asked Mark Ferret, Jimmy Frost, Gary Moore and Brendan Powell and they thought it was good to firm with no jar."

The exceptionally hot summer and the limited watering system meant the jumps course was watered only spasmodically during the first half of the flat season, but water was applied for 53 consecutive days after the 1st of September. It was not the whole jumpcourse because we were concerned that the grass might have died. In fact, following what happened on other courses that was not the case, but Ascot thought it could not afford to take the risk.

"Therefore, there is a lot of young grass at the moment but I think there is a very good sward. It is the intention of Ascot to upgrade the watering system so both courses can be watered simultaneously if we get another year like 1976 or 1990."

"I feel Ascot did everything in their power that they were able to do," Wyatt concluded.

The strength of criticism has angered Nicky Beanton, the clerk of the course at Ascot, and his staff. "To say Ascot doesn't care and there is no covering of grass is grossly unfair and very upsetting to the ground staff."

"We are all in this together and we all have racing interests at heart. To have these remarks bandied about does not do any good to anyone. It makes every grass look stupid. It is implied that I have been lying and no work has been done on the course. It is grossly unfair but I won't get involved in a slanging match with trainers."

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## Morley Street goes chasing after classy Ascot hurdle victory

HUGH ROUTLEDGE



Broad Beam and his rider Chris Maude were unscathed after a crashing fall at Ascot yesterday

## Wyatt defends state of course

By RICHARD EVANS

TRAINERS who have refused to run their horses at Ascot's November meeting because of the state of the ground received short shrift yesterday from jockeys and a racecourse expert.

Nell Wyatt, senior investigator of racecourses, visited the Berkshire track following scathing attacks on its condition by David Nicholson and Charlie Brooks who pulled out all 12 intended runners, and an official complaint lodged by the National Trainers Federation.

"I think it looks very well," said Wyatt. "There is a very good sward of grass."

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Beanton favours courses being allowed to use French-style penetrometers to provide assessments of ground conditions. The Jockey Club will hold a meeting next month to discuss the results of tests carried out with a going meter used at Kempton, Sandown, Epsom and selected Scottish courses over the past eight months.

The instrument, developed by the Centre for Sports Technology, is similar to its French equivalent, but provides a digital read-out of the prevailing ground. Initial tests showed the instrument did not register the difference between good and soft ground sufficiently well.

Yesterday's fabled fields, including a trio of three-horse races, resulted in a dismal crowd but the 3,304 spectators who made the effort saw Morley Street, recent winner of the £77,000 Breeders' Cup Chase in the United States, turn into a performance oozing with class.

Returning to the smaller obstacles, the Raccoal Ascot Hurdle, Morley Street was giving 10lb to his four rivals, but barely came off the bridle as he cruised past the long-time leader Sabin Du Loir after the last. "He has matured since last year's season but he's a bit of a playboy," said Toby Balding.

Morley Street will now revert to races at Worcester on December 3 and Kempton on

Boring Day, before Balding attempts to win the Mumm Gordon Ruge trip crown and a £50,000 bonus. The prize is on offer to any horse which wins the three top novice chases during the season, the Reynoldstown at Ascot, the Sun Alliance at Cheltenham and the Mumm Club at Aintree.

Mr Frisk gained a bloodless victory to win the Punch Bowmaster Riders' Handicap Chase for the third successive year, and provide an early present for his owner, Mrs Lois Duffy, who returns to Maryland to celebrate her eightieth birthday next week at the Grand National winner picked up a 5lb penalty for next Saturday's Hennessy Gold Cup as only two of the horses completed the race.

Mrs Sue Smith, wife of the showjumper Harvey Smith, is a first-season permit holder with eight horses and gained her first victory with African Safari in the Hurd Park Novices' Chase.

**Racing next week**

MONDAY: Windsor, Leicester, Banbury.

TUESDAY: Wolverhampton, Southwell (AW).

WEDNESDAY: Haydock Park, Plumpton, Kew.

THURSDAY: Haydock Park, Wincanton, Ludlow, Loughborough.

FRIDAY: Newbury, Sandown, Leicester.

SATURDAY: Newbury, Newcastle, Towcester, Market Rasen.

(Flat meetings in bold)

## CYCLING

### Baker splits two ways

DAVID Baker, Britain's cyclo-cross champion, who overcame two punctures in the first six miles of a race in France earlier in the week but fought back to a clear-cut victory, splits his efforts this weekend in South Wales (Peter Bryan writes).

Today he rides cyclo-cross again as a favour to his sponsors and changes to his mountain bike for the Welsh open championship.

Baker, a new recruit to the Raleigh professional stable, will be missing a challenge from his team colleague, Steve Douce, whom he beat convincingly in

the Smirnoff Challenge Race at Harlow a fortnight ago. Douce has been concentrating on his cyclo-cross this winter rather than mix his racing programme and is in Switzerland over the weekend.

Baker appears to thrive at both disciplines and says that he has no special preference for either. "Whichever I am doing helps to dispel any boredom with the other," he said. Mountain bike racing, which can attract entries of 500, is cycling's fastest-growing section, domestically and internationally.

## ATHLETICS

### Kenyan strength

BOLBEC, France — The British entry in the first of the inaugural IAAF World Cross Challenge meetings, which takes place here tomorrow, included both the men's and women's English national champions, Richard Neerukar and Andrea Whitcombe (a Special Correspondent writes).

Adrian Passey and Adrian Wallace, the world cross-country tria-wins, are also in the team.

However, prize-money that totals more than £50,000 over the 11-race series, which concludes with the world cham-

ionship at Antwerp on March 24, has also attracted a high-class international field.

The world champions, Kenya, have a particularly powerful line-up headed by William Mutwol, one of the world's leading steepchases, Boniface Mutwol, one of the world's leading cross-country runners, and 10,000 metres champion, Richard Chelimo.

The women's race should be between the world championship runner-up, Maria Dias, of Portugal, and Julia Negura, of Romania, who won the world 15km road race title last month.

## GUIDE TO THE WEEKEND FIXTURES

### FA Cup

First round

Aldershot v Thurston

Atherton v Walsley

Aylesbury v Walsley (1.00)

Barnet v Chesham

Birmingham v Chesham

Bishop Auckland v Barnet

Blackpool v Grimsby

Boston v Wycombe W

Bournemouth v Wokingham

Bradford v Salisbury

Brantford v Yeovil

Cardiff v Hayes (12.00)

Chesham v Wycombe

Chesham v Wycombe

Chorley v Bury (all tickets)

Colchester v Reading

Darlington v York

Dorchester v Salisbury

Fulham v Farnborough

Haslemere v Tringham (all tickets)

Hemel Hempstead v Watlington

Horsham v Wokingham



## RUGBY UNION

**By DAVID HANDS, RUGBY CORRESPONDENT**

On Monday and Tuesday next week, the four divisional teams to contest December's championship will be known, and the nomination of each will offer answers to some awkward questions. Who will replace the injured Peger in London's line-up? Can the North really afford to do without Dooley? Will the Midlands win the contest for the services of Rupert Moon at scrum half? Will the South-West win, period?

Today's round of league matches will offer some significant pointers to the divisional selectors. Wasps, still without their England props, against the hugely-improved Rosslyn Park may determine the composition of London's back row while if Orrell, who are certain to dominate the North's team, win at Bristol, it will be their first victory away to any of the senior West Country clubs.

There is irony at the bottom of the first division where, in the week that Simon Robson left Moseley for Liverpool St Helens, the Lancashire club visit the Reddings with both clubs hoping to open their league account for the season.

## McAllister back

The New Zealand forward, Charlie McAllister, is back in the Oldham pack for the rugby league match at Castleford tomorrow.

THE Welsh public may not think so, judged by the ticket sales, but the finale of the Argentine tour in Cardiff today has a greater significance than the traditional end-of-term encounter with the Barbarians. It is, for the Pumas, a last chance of redemption after conceding

20 points in three international matches and the chance for the Barbarians to show that there is life after Porth.

The Barbarians, however difficult their selection has been because of league programmes at a time when there are a three of the four home countries, have speeded the brew of changing players. Ians and Ians, scrum half and captain, and leading Ians Evans and Phil Davies. All three, in a game sponsored by Scottish Amicable, have reason beyond the norm to do well.

Between them they come from the three Welsh caps as the entire Welsh XV which played against the Barbarians last month, a match in which one of the trio played. It is a hard-won experience that Ron Wilford, Welsh man number one in all aspects to Ians, has for one, to expect that 32 caps is no guarantee of automatic selection: "I try to prove myself in every game I play," he says, "and this week," and I am always fully committed.

There is no doubt that Ians is a good player and there are also a lot of young players about in Wales. This is an important match for me. Attacking opportunities have been limited in my international career but I have to give a good survey of what I can do. I am to show what I can do.

## Wales must daunting N

HERMUDA — Wales reached the final of the World Classic in the 1970s. The Welsh today to conclude what has been a fascinating week of veterans' report here (Alan Lorrimer)

In the second of the semi-finals, Wales beat Australia 26-1, with tries from Clive Rees, Iwan Jones, and Iwan Phillips and J. P. R. Williams, while Peter Morgan, John Taylor and Dewi Iwan Williams added conversions.

At the same time, competing for the first time, could do little against a more determined Welsh pack, and they were out of the game in a bunch. That will not be the case with the other southern hemisphere side.

New Zealand, the defending champions, have a heavy Scotland and England, 38-5 and 38-0 respectively. If veterans' rugby is about retention of fitness then the New Zealanders

## DAY'S TEAM NEW

**Wasp v Saracens**  
 on play on Gloucester's wing, with Marmont suggesting to full back instead of the injury-prone winger. Saracens retain the XV that lost to Moseley.

**Wasp v Rosslyn Park**  
 Wright (scrum half) and Pilgrim (all back) return for Wasp and Cowie plays his first league match in the second season. Centre, scrum half and scrum half. Centre, scrum half and scrum half.

**Second division**  
**Headingley v Newcastle**  
 Cope returns to Headingley's wing. Thornton moving to the left, and Mitchell is named as scrum half. Mitchell is named as scrum half. Mitchell is named as scrum half.

**Wakefield v Coventry**  
 Wakefield make three changes to the pack, feeding Latham (prop), and Mitchell (prop), feeding Latham (prop), and Mitchell (prop).

## MARC ASPLAND

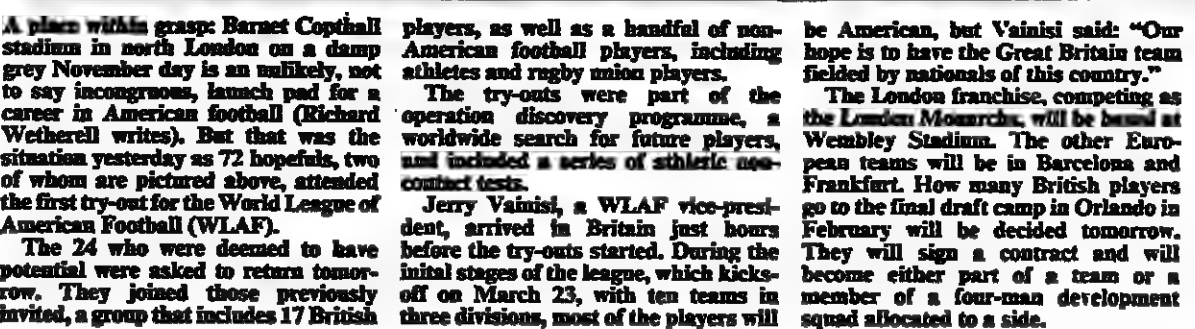


Figure 1 is a line graph showing the percentage of respondents who believe that the use of force is justified in various circumstances. The x-axis represents the percentage of respondents who believe that the use of force is justified in the given circumstance, ranging from 0 to 100. The y-axis represents the percentage of respondents who believe that the use of force is justified in the given circumstance, ranging from 0 to 100. The graph shows a positive correlation between the two variables, with a regression line and a confidence interval.

## RUGBY LEAGUE

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## RUGBY LEAGUE

ERE is a remarkable mixed bag of fixtures this weekend, with an Australian tour club fixture at Widnes, first and second division championship games, and Regal Trophy Cup

do not risk Daley, appears to have recovered from his kidney stone and is back in the full-strength line-up.

By KEITH MACKLIN

When, after they obviously failed to form after their big win last: Hill Kingston Rovers, the ball rolling this afternoon by entertaining Featherstone Rovers at Central Park.

Starting the season with a bang, the club have fought a very tough way through to the preliminary round of the Royal Trophy, are Dudley Hill boss Dewhurst, of the second division, Saddleworth Rangers and amongst Rovers contest an

tomorrow brings the final game of the Australian and arguably one of the best. Widnes are setting out to make it, because the first time they have won in 10 years colours since 1978, when they and Warrington

Alexander, who has been a top goal, took to the field in a clinic match at Saturday's the coach, then.

the games. He seizes up defeat: at touring test hold on to the first day

In the second should have being their against the wide Swinburn, with wins Nottingham

who has been named  
international agent  
to the opportunity to  
the full international  
Eland Road next  
decide on minimal  
tomorrow's championship  
it must pick them-  
after their shattering  
the hands of the  
on Wednesday to  
their leadership of the  
division against  
second division Salford  
be no no-doubt retain-  
unfamiliar record  
tuncorn Highfield,  
tun and Leigh should  
be the first to be  
against Fulham and  
on City, respectively.

One of this week's sports letters to *The Times*, commenting on the television coverage of last Saturday's match, came from a viewer in Wigan, who wrote to the editor of *The Times* from Leeds, but from a high level of knowledge and critical acumen. The writer, who is based in Tatlow, Buckinghamshire, writes that he has already been to the match in London and that he had seen the national match 13,000 of 52,000 tickets were sold at stadium and throughout south of England.

Both international game have proved that Great Britain international win in Syria in 1988 was not a fraud and that the British team was the complete with the world's

## FISHING

## By CONRAD VOSS BARK

FATHER and grandfather, fishermen, took their rivers granted. My grandfather, the Cox, fished the Somerset on somewhere above Bath and took me with him when I was still at school. He was never worried about the sewage in the river. It smelt a bit sometimes, he said the fish ate it before those were the days before sewage was corrupted, before the sewage was manures and chemicals and all the other war poisons that would kill a thousand fish at a mere touch of it. He said the fish stream was inviolate.

...that George Orwell  
...about in his auto-  
...graphy when he said that  
...at that time we had taken the  
...ing turning and that now,  
...within a hundred miles of  
...don there are no fish left to  
...h".

...was not governments or  
...servants or water authori-  
...ties who caused the damage. It  
...the ordinary people, sci-  
...cists, conservationists, fisher-  
...men, who started the agitation,  
...pointed to the ozone layer,  
...the destruction of forests, the  
...drying up of rivers, and the  
...newspapers and the television  
...blazoned it out. Gradually  
...public began to realise we  
...are destroying our

seems to me that people have never held a rod have a new attitude to rivers, a new respect for them we never had when Orwell was writing *Animal Farm*.

is a feeling, an anxiety, a perception that we cannot express in words, that gives us the idea that we cannot go on. We have been for countless

s. You catch hold of this  
ng everywhere, this sen-  
ity, which was beautifully  
med up not long ago by an  
merican essayist, Nick Lyons.

wrote that when he went  
ng he moved slowly so as  
to disturb the life of the  
r, because, he said, "I am  
its guest".  
is the same over here. A few  
s back, if a farmer allowed

he might be fined £200 or  
and that was the end of it. Not  
longer.

During this month, a farmer polluted the River Ottery. Cornwall was fined £1,500 and £750 costs. He also faces a fine for about £12,000 from the national river authority for the cost of dealing with the emergency and restocking the river. This is what I mean by a change of wood.

**By CRAIG LORD**

AUSTYN Shortman finally turned on the speed that he has promised for more than a year to steal the British sprint crown from Mike Fibbens, the Commonwealth Games medal winner, at the TSB national championships at Coventry.

The 19-year-old pretender, from Bristol Central, came of age after a perfectly timed finish saw him touch just 0.02sec ahead of Fibbens to clock 50.91sec in the 100 metres freestyle.

Shortman, aged 18, who is coached by his father, Mike, gave warning of a sub-51-sec swim down the first of the two lengths, turning in 24.4sec at half-way, almost a second faster than his previous best split. It was the closest he has come to challenging Fibbens, of Barnet, at the 50 metres.

With 15 metres to go, Fibbens, aged 22, looked capable of jumping on. But Shortman responded with a display of the raw talent that has been fine-tuned in recent months and offers so much potential for success on a world stage. While Shortman's efforts sliced 0.8sec off his best time, he is still 0.3sec slower than the British qualifying time for the world championships, to be held at Perth, Australia, in January. There are only eight places on the 16-strong team left.

Sharon Page, of Mercury Wigan Wasps, will also have to await a selectors' decision after winning the 100 metres back-stroke in 1min 04.54sec, half a second off the standard for Perth.

[illegible]

## FENCING

## Bissdorf set to dominate

**THIS** weekend's Eden Cup A grade event for under-20s men's foil at the Elephant and Castle in London will be the last occasion both East and West Germany will field separate teams in Britain (a Special Correspondent writes). The West German men likely to dominate are the title-holder, Ralf Blüsdorf, and their Nos. 1 and 2, Matthias Reiter and Wolfgang Wienand. Neil Ashdown, of Salle Boston, Austin Royle, of Ashton, and Nick Payne, of High Wycombe lead British hopes.

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## A WEEK WITH



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PLAYING  
THIS SUNDAY**



## January oil price tumbles below \$30

By MARTIN BARROW

OIL prices fell heavily again on international markets, with contracts for forward months trading well below \$30 a barrel and Brent for prompt delivery valued \$2 lower at \$30.60.

In London the January Brent contract ranged between \$28.75 and \$28.80, down \$1.65, and \$4.85 lower than the opening price on Monday. In New York, US crude futures opened sharply lower, with the December contract trading \$1.62 lower at \$29.50.

The absence of firm news from the Gulf has been the major factor behind the steady decline in oil prices this week with weaker prices for refined products after prolonged stockpiling.

Dealers focused on the balance of supply and demand and were influenced by increased production figures from Opec countries.

The prospect of another mild winter has affected the wholesale price of heating fuel and contributed to the fall in crude prices.

The last time the first forward contract for Brent oil traded below \$29 on the International Petroleum Exchange was October 24. After the invasion of Kuwait, spot prices rose to almost \$42 a barrel.

Product prices also fell yesterday.

**US dollar**  
1.9665 (+0.0060)  
**German mark**  
2.8908 (-0.0039)  
**Exchange index**  
93.8 (+0.1)

**FT 30 Share**  
1614.8 (+15.2)  
**FT-SE 100**  
2088.0 (+8.0)

**New York Dow Jones**  
2537.62 (-7.43)  
**Tokyo Nikkei Ave**  
23171.63 (-315.85)

Closing Prices ... Page 37

**London:** Bank Base 14%  
3-month interbank 13% to 13.5%  
3-month eligible bills 13% to 13.5%  
US Prime Rate 10%  
Federal Funds 7.5%  
3-month Treasury 7.07 to 7.08%  
50-year bonds 10.2 to 10.3%

**CURRENCIES**  
London: New York \$1.9665  
Paris \$1.4705  
Frankfurt \$1.2447  
Swiss \$1.4930  
Yen 129.40  
Euro 16.36  
ECU 16.77423  
SFR 16.78616  
S. 16.78616

**GOLD**  
London: AM 330.20 per 100g  
close \$376.25-376.75 (\$191.25-191.75)  
New York: COMEX \$376.80-377.00

**COMMODITIES**  
Brent (Dec): \$30.40 bid (\$32.10)  
\* Denotes latest trading price

**Bank**  
Australia 5.25  
Austria 5.00  
Belgium 5.00  
Canada 5.00  
Denmark 5.00  
Federal FR 7.50  
France 5.00  
Germany 5.00  
Greece 10.00  
Hong Kong 5.00  
India 5.00  
Italy 5.00  
Japan 5.00  
Netherlands 5.00  
Norway 5.00  
Portugal 5.00  
Spain 5.00  
South Africa 5.00  
Sweden 5.00  
Switzerland 5.00  
Turkey 5.00  
USA 5.00  
Yugoslavia 5.00

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A MEMBER OF ICM

# Multinationals tell EC to drop incentive scheme idea

From PETER GUILFORD in Athens

SOME of Europe's biggest multinationals have warned the European Community not to regulate its efforts to "reward" productive workers with bonuses and company shares. While well established in Britain, France and Germany, the practice is still in its infancy elsewhere in Europe and needs careful nurturing without intervention from Brussels, they said.

More and more large firms try to motivate their workforce by paying lump sums or awarding shares when profits or productivity rise. It is widely heralded as a way of motivating employees and inspiring loyalty, while keeping them up to date on

the performance of their company. It is also controversial, not least because Britain and other countries allow certain tax breaks for the practice.

The Commission is taking a keen interest in the issue. At an EC seminar here, Vasso Papandreu, European commissioner for employment, tested the reaction of some of Europe's most influential firms to the idea of an EC rule. "Financial participation is a growing concern of companies seeking to improve their performance by means of various management tools which will motivate the workers."

Ms Papandreu believes that as demand grows for skilled workers, companies will

begin competing for them with genuine incentives, offering a greater slice in shares when profits rise. Siemens, the German electronics group, claims that 70 per cent of its German workforce owns its shares. ICI has run such a scheme for 36 years and says workers can add a sizeable slice to their salary in a good year.

But business is hostile to outside control. ICI, Eurotunnel, Siemens and Rhone-Poulenc of France sent a warning against national or supranational regulation. They welcomed Brussels as a source of information exchange but nothing more. One said "it would be inconceivable to introduce constraints", while another gave warning

that trade unions and workers still stood in confrontation on the issue. Unions in southern Europe are ideologically hostile to increased employee share participation.

UNICE, the main industrialists' lobby in Brussels, backs greater financial participation among employees, but gave warning that money may not be the strong motivator that some enthusiasts believe. UNICE maintains share ownership must be voluntary, with few strings attached. It must also be tailored to the company and industrial climate of the country, and workers should not be cashed from share price fluctuations.

Ms Papandreu's interest may in part

have been fuelled by her ideological rival, Mrs Thatcher. Wider share ownership is one of the pillars of the prime minister's industrial philosophy. When rejecting the EC's Social Charter and other attempts by Brussels to improve workers' rights, Mrs Thatcher has argued that a worker's best interests lie in increased participation in his own company.

Mrs Thatcher opposes EC rules to enforce worker participation in company decision-making, a plan Brussels has had no delay almost indefinitely. Instead, Ms Papandreu will unveil measures obliging firms to inform and consult their staff before making major changes in strategy.

## Inflation set to fall as RPI peaks at 10.9%

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

ANNUAL inflation is likely to fall to single figures this month after holding steady in October at 10.9 per cent, the peak reached in September.

The improved outlook for inflation, as measured by the retail price index, is good news for the government after its prolonged counter-inflationary squeeze. Beating inflation is a central policy objective and crucial to its hopes of re-election.

Falling inflation should also improve market sentiment for the pound, opening the way for John Major, the Chancellor, to cut interest rates again, unless uncertainties over the Conservative party leadership prevent it.

But the expected fall in the RPI largely reflects the effect of mortgage rate changes this month and a year ago. The underlying inflation picture continues to worsen.

Central Statistical Office figures showed the RPI rising 0.8 per cent last month to 130.3, leaving annual inflation unchanged at 10.9 per cent. However, the government's preferred core measure rose from 8.3 to 8.4 per cent. This excludes mortgage interest payments and the poll tax.

The CSO's old underlying rate, excluding mortgage interest, was unchanged at 9.5 per cent.

Mr Major, commenting on the figures, was confident that

headline inflation had peaked at 10.9 per cent, its highest since June 1982. But he said it was also "probable" that the underlying rate would start to fall, providing nothing extraordinary happens to oil prices.

The November RPI, collected on Tuesday, is estimated to turn out almost a full percentage point below the October rate, because of mortgage rate changes alone. Petrol price cuts should remove a further 0.3 of a point.

Roger Bootle, chief economist at Midland Montagu, sees this pushing the RPI as low as 9.5 per cent, probably prompting the chancellor to slice a percentage point off the base rate before Christmas. He expects lower interest rates and a smaller inflationary impact from the poll tax in April to bring headline inflation down to 6.0 per cent by mid-1991. Mr Major has predicted 5.5 per cent by the final quarter of next year.

In line with many economists, Mr Bootle expects core inflation to continue rising, or to remain stuck at about 8.5 per cent for some time.

Ian Harnett, chief economist at Sirrus Turnbull, believes a big rise in unemployment will be needed to set core inflation on a downward path.

Price increases in October were attributed mainly to the higher cost of petrol and heating oil. Prices also rose for clothing and footwear, housing, leisure goods, drink, to-

bacco and telephone rental and postal charges.

For November there are possible rises for certain food items, public house beer, tobacco and clothing in the pipeline. While petrol and heating oil have become cheaper, coal and gas prices have risen.

Treasury figures on government finances also provided some encouragement. Mr Major, suggesting his target for a public sector debt repayment of £3 billion this year is not unrealistic, given the electricity industry sale.

Although there were no privatisation proceeds in October, the public sector was able to make a net repayment of £2.29 billion, compared with a borrowing requirement of £1.50 billion in September and a repayment of £2.66 billion in October 1989.

This brought the cumulative PSBR for the first seven months of the fiscal year down to £3.2 billion from £5.4 billion in September. At the same stage last year there was a surplus of £3.3 billion.

The October improvement was mainly due to about £40 billion in corporate tax receipts, which reveal the buoyancy of company profits last year. The subsequent deterioration in profits will only show up in next year's receipts, which will also be weakened by rising unemployment.

Third quarter growth figures out on Monday are expected to confirm that the economy has entered a recession. City forecasters expect the output measure of the gross domestic product to show a fall of 1 per cent between the second and third quarters. Shrinkage of a similar magnitude is expected this quarter.

Despite the widely held view that the United States is in recession, the Organisation for Economic Co-operation and Development expects 1 per cent growth this year and next, with a distinct improvement afterwards, according to the OECD Economic Policy Committee.

## Pay deal puts more pressure on Ford

By PHILIP BASSETT, INDUSTRIAL EDITOR



'Agreement makes no sense now' Derek Barron reflecting on Ford's 13.4% rise

FINANCIAL pressures on Ford of Britain will be increased as a result of the company's 13.4 per cent inflation-linked pay deal, the car maker has acknowledged.

Derek Barron, chairman and chief executive in Britain, said yesterday that the pay deal would considerably worsen the difficulties facing Ford over the contraction in the British car market, arising out of the economic downturn.

Ford's market share in cars is sharply down. According to the latest figures from the Society of Motor Manufacturers and Traders, Ford had 23.9 per cent of the market in October, down 12 per cent from its share a year earlier of 27.1 per cent.

At the same time, the market share of its principal competitors rose. GM's increased over the same period from 16.5 per cent to 18.1 per cent, and Rover's from 11.6 to 13.1 per cent. Market analysts suggest Ford will come under further competitive pressure from the Japanese.

Mr Barron acknowledged what he described as a "whole raft" of pressures on Ford and other car makers, stemming from an expected downturn in sales from about 2.3 million to 2 million cars this year.

He said: "This is causing major pressures on everybody in the automotive industry, and we are trying in every conceivable way to sharpen up our efficiency." He admitted that the size of the pay deal would make the position "worse, worse".

The deal, the second stage of a two-year agreement, gives Ford's 32,400 manual workers a 13.4 per cent rise from next Saturday. Under the agreement, Ford employees were to receive either 8 per cent, or inflation plus 2.5 per cent, whichever was the greater. At the time the deal was reached, inflation was forecast to decline, and Ford managers were most concerned about the 8 per cent option.

Privately, Ford managers feel angry that the company is being saddled with the high cost of this year's agreement, and is charged with irreparability towards inflation, when the agreement was constructed mainly on government predictions about the likely movement of inflation.

Publicly, Mr Barron refused to voice that view yesterday, though he said the deal was "higher than anticipated". Speaking after giving a speech to an Industrial Society conference in London, he said: "A year ago we made an agreement, which doesn't seem to make a lot of sense now."

Ford hopes to recoup some of the cost of the deal through increased productivity, and the company points to recent output figures at its Dagenham plant as an indicator. Daily production hit a record 1,232 vehicles last week, and now averages 973, compared with 841 a year ago.

Mr Barron would not forecast what next year's pay agreement would be, but said: "We hope that all our expenses levels are lower." Jimmy Airlie, secretary of the Ford union negotiators, said the pay rise was based on "massive" productivity rises in recent years, and pointed out that Ford workers in Germany were still paid more than Ford workers in Britain.

## Federal funds rate cut to 7.5% as US inflation begins to settle

From JOHN DUNN in NEW YORK

THE Federal Reserve Board has signalled a further cut in American interest rates, amid a slowing economy and signs that inflation had levelled out.

The Fed pumped money into the banking system for the third successive day, giving a clear indication that it wanted to drop the federal funds rate from 7.75 per cent to 7.5 per cent. This is the third cut in interest rates this year. The second one, three weeks ago, was also by a quarter of a point.

The Fed funds rate, the rate at which banks lend to each other, stood at 8.25 per cent at the beginning of this year, while bank prime rates have stayed constant at 10 per cent.

The Fed move came after

the commerce department said consumer prices rose 0.6 per cent, bringing inflation this year to a rate of 6.7 per cent.

The so-called underlying inflation rate, excluding food and energy prices, rose 0.3 per cent, the same increase as in September, and has settled at 4.5 per cent.

The trade deficit for September narrowed slightly to \$9.4 billion from \$9.7 billion in August, bringing the deficit this year to \$74.7 billion, down \$8.2 billion from the figure for the first nine months of 1989.

The trade figures, which were in line with expectations, came after a 2.2 per cent fall in exports and a 2.4 per cent fall

in imports for September, despite a 1.4 per cent increase in the oil import bill, which at \$6.2 billion was the highest for a single month since October 1981.

The price of oil during the month rose \$4.77 a barrel to \$24.31. In futures trading yesterday, oil prices continued their slide as the market interpreted an easing of war tensions in the Gulf and in midday trading, West Texas International was down \$1.32 a barrel to \$29.80 a barrel.

The bond market was firm, although the Fed rate cut was expected, and in midday trading the 30-year Treasury yield was down from 8.52 per cent to 8.44 per cent.

## Court bid for access to Polly Peck books

By ANGELA MACKAY

A NORTHERN Cyprus court will hear an application to lift the injunction preventing access to financial details of Polly Peck International's businesses on November 26.

PPI's administrators, appointed last month, have been frustrated in their attempt to examine the accounts of the fresh fruit, packaging, hotels and banking operations.

While the government in the region has not been able to

give PFI financial support, it has been prepared to hinder the administrators.

In Turkey, accountants from one of the joint administrators, Coopers & Lybrand Deloitte, moved into the offices of Meyna, PFI's fruit company, yesterday, after Asil Nadir, the chairman, promised "categorically" he would arrange this as soon as he arrived in the region.

Mr Nadir then flew to northern Cyprus to assist in the preparations for the lifting of the injunction and to marshal his personal financial resources to try to fend off an action for bankruptcy brought by three London stockbrokers.

The Polly Peck chief has promised to discharge his liabilities in full by December 3 when he will next appear in court.

Richard Stone, one of the administrators, said he expected to return to the region next week with letters of credit ensuring the payment of citrus farmers who supply Sunwest, the fresh fruit business in northern Cyprus. He would not say how much money would be available, but it is believed to be no more than £3 million.

Last week, Mr Stone and colleagues met government ministers in northern Cyprus and assured them they would do what they could to keep Polly Peck's subsidiaries operational.

Meanwhile, a meeting of the informal committee of PFI's creditors was held with administrators in London yesterday to set up the parameters of their co-operation. The informal committee comprises six banks and two shareholders in Polly Peck.

## Thompson in £7.5m cash bid for McLaughlin

By STEPHEN LEATHER

TRF THOMPSON, a privately owned Northern Ireland company, has launched a cash takeover bid for construction company McLaughlin & Harvey.

The offer of 135p for the firm's ordinary shares and 100p for the preference shares values McLaughlin & Harvey at £7.5 million.

The target company's directors immediately rejected the bid, saying it was "totally unacceptable".

TRF Thompson was set up in 1986 by a group of Northern Ireland businessmen, chaired by Dr Thomas Thompson, but has not traded. The group say they believe that McLaughlin & Harvey's recent strategic diversifications "have been ill-considered and possibly detrimental". About two-thirds of its turnover now comes from London and the southeast of England.

The Thompson camp intends to refocus the activities of the company and believe this can best be done if it is privately owned. "The well known and respected McLaughlin & Harvey name will be maintained," they say.

McLaughlin & Harvey shares rose 30p yesterday to 130p. In the year to end-December 1989 the firm posted pre-tax profits of £2.2 million on turnover of £106.9 million. The 1990 interim results were hit by an exceptional item of £1.5 million, being provisions for the writing down of land values and work in progress, lifting pre-tax loss to end-June to £257,000, compared with a previous profit of £892,000.



Easy rider: chief executive Philippe Le Roux at a Norton display before the special meeting yesterday

## Norton meeting delay

INSTITUTIONAL investors revealed that a DM14 million indemnity issued by Norton against FUS has been cancelled. An agreement by Norton to pay all costs if the offer failed to take effect by November 30 has been withdrawn, and Norton conceded that a DM5.5 million loan mentioned in the original particulars should have been formally announced in a circular.

Mr Tildesley said: "This will not be the end of the Norton name. This acquisition will be good for the company and for the shareholders."

The cuts from MCI's staff of 24,000 come after its recent \$1.3 billion purchase of Telecom USA, which gave MCI a key into the medium-sized business telecommunications market. The company is re-organising its structure of seven regions into four business units.

Jack Grubman, an analyst with PaineWebber, said: "AT&T has been very successful in blunting MCI's market share gains and I think management has to go back, reload and start over again."

## MCI cuts staff to meet AT&T challenge

From OUR CORRESPONDENT in NEW YORK

MCI Communications Corp, the American long-distance telephone operator, will cut 1,500 jobs in the battle for market share.

The company disappointed Wall Street by reporting a loss in the third quarter of \$168 million and, more importantly, by almost negligible revenue gains on the second quarter, rising from \$1.9 billion to \$2 billion.

MCI and British Telecom recently announced a \$400 million deal to lay the first fibre optic cable from America to Europe. The move comes amid growing competition in the \$55 billion American long-distance telephone market.

AT&T, the market leader with 70 per cent of America's long-distance calls, has also recently announced a \$300 million fibre optic telephone cable linking America with Germany.

For the first nine months of this year, MCI reported profits of \$172 million on revenue of \$5.7 billion.

The cuts from MCI's staff of 24,000 come after its recent \$1.3 billion purchase of Telecom USA, which gave MCI a key into the medium-sized business telecommunications market. The company is re-organising its structure of seven regions into four business units.

Jack Grubman, an analyst with PaineWebber, said: "AT&T has been very successful in blunting MCI's market share gains and I think management has to go back, reload and start over again."

## Two join the board of News Int

By OUR FINANCIAL STAFF

JOHN Dux and John B Evans are to join the board of News International, which owns The Times. News International has appointed Mr Dux as managing director from December 1 of News International Newspapers, the subsidiary which publishes The Times, The Sunday Times, The Sun, News of the World and Today.

Mr Dux, an Australian, has been general manager since the beginning of this year.

John Evans, executive vice president for corporate development of The News Corporation, the parent of News International, is being seconded for about a year to take responsibility for advertising, circulation and promotions.

Mr Evans was formerly vice president of Murdoch Magazines in America and publisher of New York's Village Voice.



# Multum In Parvo to complete fine double in Ascot showpiece

**By MANDARIN (MICHAEL PHILLIPS)**

FOLLOWING that eight-length victory in the Mackeson Gold Cup at Cheltenham last Saturday, Multum In Parvo, trained by John Edwards, in-form form, was a tough nut to crack in today's H & T Walker Gold Cup at Ascot.

Edwards, who has had a winner every day this week and hard to believe that conditions were right to go to the well again.

Two factors influenced him. First, the field was likely to cut up, which it has and second, Multum In Parvo has only a 4lb penalty to carry whereas his rating has gone up 10lb for future races.

At Cheltenham Multum In Parvo excelled when beating those in-form horses Thar-A-Bhar and New Haven on what was his seasonal debut.

As he also ran another fine race at Cheltenham in March, when he was beaten only a short head by Brown Windsor in the Cheltenham Challenge Cup, last Saturday performance falls into place.

Top weight today was carried by Cashew King, whose form last season was over only two miles.

While today's right-handed course will suit Blazing Walker, who has a tendency to jump that way, it is pertinent to point out that he was beaten a length by Full Strength at

Perth in September and that they are meeting again on the same terms this afternoon. Both have won in the meantime.

Sire Nautais, the only other runner, has not raced since he fell at Aintree in April. Trained by Martin Pipe, he won five off the reel last season, but I still prefer Multum In Parvo.

No matter how Cashew King fares in the big race, his trainer Bryan McMahon and jockey Trevor Wall should not leave the course empty-handed because I firmly believe they can win the Snow Hill Handicap Hurdle with Pennant Pet, who ran such a fine race on his seasonal debut at Chesham a fortnight ago when he was beaten only a length by Bradbury Star. The rest were well behind that day.

Today's programme can begin with Hogmanay, a winner at Newbury ten days ago, giving weight away all round in the Manxome Handicap Chase.

Well that Peace King should go in the Kennel Gate Castle Novice Hurdle, I much prefer Reg Alcorn's versatile first-year-old Gaesid, who finished second to horses of the calibre of Tintyland and Stratford Ponds in similar races at Kempton last winter.

The Rip Handicap Chase can go to Imadynas, who was beaten only a length by

# Clean sweep for British in Milan

SIKESON, trained by Clive Roberts and ridden by Michael Roberts, gained his fifth Italian group-race success when beating Red Rainbow by three lengths in the £53,848 group one Premio Vittorio di Capua (1m) in Milan yesterday. Zouman completed a clean sweep for the British riders by finishing third.

Roberts went on to complete a second-year double the John Dunlop-trained Brodette in the Premio Dornello. Lee Artiste, Reshif and Glowamp finished sixth, seventh and eighth respectively.

British, Paul Cole initiated a Red Rainbow and Paul Cole's Widyaa contest the group two Premio Guido Bergadelli (1m 20). David Elsworth's Lugana Beach and Mike Ryan's Langry Lass duelled in the group three Premio Umbria (6f).

Also in action tomorrow is David Morley's much-travelled mare Seaside in the listed Prix Max Staud at Toulouse (1m 4f). Alex Scott sends his Cornish Turin today for the listed Premio Avvocato Amedeo Peyron (1m).

Piggott's European tour moves on to Marseille today when he has four rides including Basil for William Hastings-Bass and Clair for Andre Fabre. Piggott travels on to Madrid tomorrow.

John Dunlop's Silk Petal (Willie Carson) finished third to Fleur Du Manoir in the group three Prix de Eux in the Chateaufort yesterday. John Hills' Philharmonia finished third.

# Northern Dancer put down

NORTHERN Dancer, the most influential sire of modern times, was put down yesterday at the age of 29.

A statement issued by Windfields Farm in Canada said that Northern Dancer, who gave up active stud duties in 1987, had suffered a severe bout of colic.

A winner of seven of his nine races as a three-year-old, including the Kentucky Derby and the Preakness Stakes, Northern Dancer stood throughout his stud career at Windfields Farm in Chesapeake City.

His original stud fee was just \$10,000 but that figure rapidly soared as success followed success, with Nijinsky, the Triple Crown winner of 1970, probably the most famous of them all.

Nijinsky's success in Europe encouraged the transfer of many more of Northern Dancer's offspring to Europe where they have played a pivotal role, both on the racecourse and in the breeding barns.

They included the Derby winners, The Minstrel and Secret, and other outstanding performers such as Nureyev, Sadler's Wells, El Gran Senor, Lyphard, Storm Bird and Be My Guest.

By the early 1980s, many of Northern Dancer's offspring had themselves become influential stallions, a phenomena that grew as the decade progressed through the progeny of Sadler's Wells, Nijinsky, Lyphard and The Minstrel, who died earlier this year.

In all Northern Dancer was responsible for 630 foals, of which 143 were stakes winners and 44 champions in various countries. At one time he topped the sires' list on both sides of the Atlantic.

# Rudjig to assist Roche as he chases record

**FROM OUR IRISH RACING CORRESPONDENT, DUBLIN**

CHRISTY Roche needs one winner from three booked rides in Leopardstown tomorrow to equal the Irish record of 113 winners in a season, held by Michael Kinane.

By the end of September Roche had built up a 26-win record over the six times Irish champion jockey Kinane, and is on the point of regaining the title which he himself had last held in 1983.

Now, on the final day of the Irish Flat season, Roche looks to have a banker with the Jim Bolger-trained Toposoun in the 1m 20f Maiden Stakes. The 11-year-old gelding has a each-way chance on stable companion Sunset Partner in the 1m 20f Maiden Stakes.

The other half of beating the record could therefore rest on an outside booking which Roche has picked up on the John Gosden-trained Rudjig in the 1m 20f Maiden Stakes. Rudjig has collected a 3lb penalty for his win in the Trinity Stakes at Salisbury, but looks certain to go close. The danger could be Les Dencelles.

At Naas this afternoon, run 'N' Games should provide a further advertisement for the 11-year-old gelding, Leopardstown conqueror Muree by winning the Sean Graham Brown Lad Handicap Hurdle.

On the other hand, who has had two unlucky runs at Naas and Navan, may now bring to an end the winning sequence of archmont, successful in his last three starts, when the pair meet at new level weights in the Boston Handicap Chase.

### Selections

By MANDARIN

1.00 Hogmanay.	2.35 Imadynas.
1.30 Gaesid.	3.10 Pennant Pet.
2.05 Multum In Parvo.	3.40 Soudet Express.

### Going: good to firm

**1.0 MANICOU HANDICAP CHASE (€2,225: 2m) (4 runners)**

101 4215-41 HOGMANAY 10 (J. J. O'Sullivan) (M. R. Carey) (P. Casey) 8-11-10.	8 Duffin	87
102 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
103 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
104 913202 CERTAIN STYLE 215 (J. O'Sullivan) (P. Casey) 8-11-10.	8 Duffin	87

Long Hurdles: Black Anker 8-10, Certain Style 9-7.

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### FORM FOCUS

HOGMANAY in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). KNOCKRACK 11 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). BLACK ANKER 10 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). CERTAIN STYLE 215 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f).

### 1.30 KENNEL GATE CASTLE NOVICE HURDLE (€2,275: 2m) (9 runners)

201 191 PRACE KING 21 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
202 4215-41 HOGMANAY 10 (J. J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
203 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
204 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
205 913202 CERTAIN STYLE 215 (J. O'Sullivan) (P. Casey) 8-11-10.	8 Duffin	87
206 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
207 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
208 913202 CERTAIN STYLE 215 (J. O'Sullivan) (P. Casey) 8-11-10.	8 Duffin	87
209 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
210 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### FORM FOCUS

PRACE KING 21 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). HOGMANAY 10 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). KNOCKRACK 11 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). BLACK ANKER 10 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). CERTAIN STYLE 215 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f).

### 2.5 H & T WALKER GOLD CUP (Limited Handicap Chase: Grade 2: €21,900: 2m 4f) (9 runners)

301 4215-41 HOGMANAY 10 (J. J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
302 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
303 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
304 913202 CERTAIN STYLE 215 (J. O'Sullivan) (P. Casey) 8-11-10.	8 Duffin	87
305 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
306 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
307 913202 CERTAIN STYLE 215 (J. O'Sullivan) (P. Casey) 8-11-10.	8 Duffin	87
308 8110-34 KNOCKRACK 11 (J. O'Sullivan) (G. Holmes) 8-11-10.	8 Duffin	87
309 80-3011 BLACK ANKER 10 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
310 913202 CERTAIN STYLE 215 (J. O'Sullivan) (P. Casey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### FORM FOCUS

HOGMANAY 10 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). KNOCKRACK 11 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). BLACK ANKER 10 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). CERTAIN STYLE 215 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f).

### Selections

By MANDARIN

1.00 Hogmanay.	2.35 Imadynas.
1.30 Gaesid.	3.10 Pennant Pet.
2.05 Multum In Parvo.	3.40 Soudet Express.

### Going: good to soft

**1.05 GALLOWAY HILLS NOVICES HURDLE (€3,080: 2m) (13 runners)**

0121-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0122-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0123-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0124-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0125-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0126-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0127-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0128-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0129-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0130-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0131-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0132-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0133-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0134-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0135-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0136-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0137-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0138-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0139-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
0140-11 ROSS VENTURE 15 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### 1.15 JOHN MACKAY HANDICAP CHASE (€3,785: 3m 11f) (5 runners)

1111-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1112-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1113-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1114-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1115-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### 1.45 CORAL GOLDEN HURDLE HANDICAP (Qualifier: €3,158: 2m 6f) (28 runners)

1121-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1122-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1123-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1124-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1125-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1126-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1127-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1128-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1129-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1130-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1131-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1132-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1133-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1134-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1135-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1136-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1137-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1138-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1139-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1140-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1141-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1142-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1143-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1144-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1145-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1146-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1147-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1148-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1149-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1150-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### Guide to our in-line racecard

1. 1121-21 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.

### 2.35 RING HANDICAP CHASE (€2,224: 3m) (3 runners)

011-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
012-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
013-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### 3.10 SHOW HILL HANDICAP HURDLE (€2,582: 2m) (4 runners)

011-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
012-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
013-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
014-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### FORM FOCUS

CARRICK HILL 211 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). CARRICK HILL 211 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). CARRICK HILL 211 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). CARRICK HILL 211 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f).

### 3.40 AURELIUS HURDLE (€2,500: 2m) (9 runners)

001 111 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
002 112 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
003 113 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
004 114 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
005 115 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
006 116 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
007 117 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
008 118 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
009 119 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
010 120 GLENVIEW 14 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### FORM FOCUS

GLENVIEW 14 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). GLENVIEW 14 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). GLENVIEW 14 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f). GLENVIEW 14 in need of the win when 30% beaten last Young Stinger 11 at Newbury (1m 20f).

### 2.15 TENNIS SPECIAL HANDICAP CHASE (€7,115: 2m 4f) (8 runners)

1212-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1213-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1214-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1215-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1216-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1217-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1218-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1219-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1220-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1221-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1222-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1223-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1224-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1225-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1226-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1227-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1228-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1229-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
1230-12 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87

Betting: 10-11-10 M. R. Carey, 4-1 Certain Style, 8-1 Knockrack.

### 2.45 MONTGOMERIE HANDICAP HURDLE (€2,709: 2m) (8 runners)

011-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
012-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
013-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
014-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
015-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
016-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
017-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
018-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin	87
019-121 CARRICK HILL 211 (J. O'Sullivan) (M. R. Carey) 8-11-10.	8 Duffin</	



## WALL STREET

but off their lows after a day of relatively thin trading. The Nikkei average closed down 315.85 points, or 1.34 per cent, at 23,171.63 with 300 million shares traded, unchanged from Thursday.

● **Hong Kong** — Stocks ended higher but Gulf worries continued to limit turnover, brokers said. The Hang Seng index rose 18.19 points to 3,008.66.

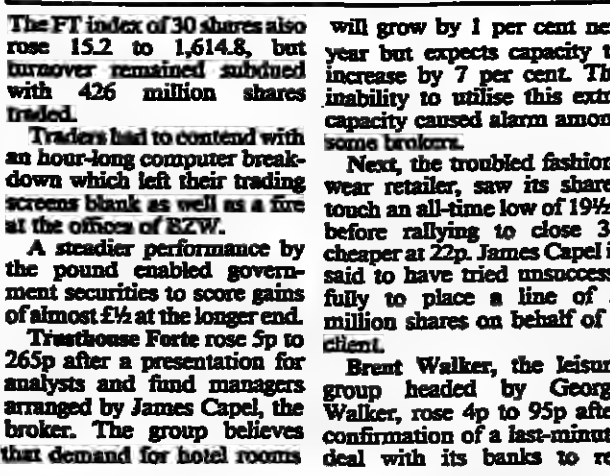
The broader-based Hong Kong index gained 11.76

Nov 10		Nov 15		Nov 20		Nov 25		Nov 30		Dec 5		Dec 10		Dec 15		Dec 20		Dec 25		Dec 30		Jan 5		Jan 10		Jan 15		Jan 20		Jan 25		Jan 30		Feb 5		Feb 10		Feb 15		Feb 20		Feb 25		Feb 30		Mar 5		Mar 10		Mar 15		Mar 20		Mar 25		Mar 30		Apr 5		Apr 10		Apr 15		Apr 20		Apr 25		Apr 30		May 5		May 10		May 15		May 20		May 25		May 30		Jun 5		Jun 10		Jun 15		Jun 20		Jun 25		Jun 30		Jul 5		Jul 10		Jul 15		Jul 20		Jul 25		Jul 30		Aug 5		Aug 10		Aug 15		Aug 20		Aug 25		Aug 30		Sep 5		Sep 10		Sep 15		Sep 20		Sep 25		Sep 30		Oct 5		Oct 10		Oct 15		Oct 20		Oct 25		Oct 30		Nov 5		Nov 10		Nov 15		Nov 20		Nov 25		Nov 30		Dec 5		Dec 10		Dec 15		Dec 20		Dec 25		Dec 30		Jan 5		Jan 10		Jan 15		Jan 20		Jan 25		Jan 30		Feb 5		Feb 10		Feb 15		Feb 20		Feb 25		Feb 30		Mar 5		Mar 10		Mar 15		Mar 20		Mar 25		Mar 30		Apr 5		Apr 10		Apr 15		Apr 20		Apr 25		Apr 30		May 5		May 10		May 15		May 20		May 25		May 30		Jun 5		Jun 10		Jun 15		Jun 20		Jun 25		Jun 30		Jul 5		Jul 10		Jul 15		Jul 20		Jul 25		Jul 30		Aug 5		Aug 10		Aug 15		Aug 20		Aug 25		Aug 30		Sep 5		Sep 10		Sep 15		Sep 20		Sep 25		Sep 30		Oct 5		Oct 10		Oct 15		Oct 20		Oct 25		Oct 30		Nov 5		Nov 10		Nov 15		Nov 20		Nov 25		Nov 30		Dec 5		Dec 10		Dec 15		Dec 20		Dec 25		Dec 30		Jan 5		Jan 10		Jan 15		Jan 20		Jan 25		Jan 30		Feb 5		Feb 10		Feb 15		Feb 20		Feb 25		Feb 30		Mar 5		Mar 10		Mar 15		Mar 20		Mar 25		Mar 30		Apr 5		Apr 10		Apr 15		Apr 20		Apr 25		Apr 30		May 5		May 10		May 15		May 20		May 25		May 30		Jun 5		Jun 10		Jun 15		Jun 20		Jun 25		Jun 30		Jul 5		Jul 10		Jul 15		Jul 20		Jul 25		Jul 30		Aug 5		Aug 10		Aug 15		Aug 20		Aug 25		Aug 30		Sep 5		Sep 10		Sep 15		Sep 20		Sep 25		Sep 30		Oct 5		Oct 10		Oct 15		Oct 20		Oct 25		Oct 30		Nov 5		Nov 10		Nov 15		Nov 20		Nov 25		Nov 30		Dec 5		Dec 10		Dec 15		Dec 20		Dec 25		Dec 30		Jan 5		Jan 10		Jan 15		Jan 20		Jan 25		Jan 30		Feb 5		Feb 10		Feb 15		Feb 20		Feb 25		Feb 30		Mar 5		Mar 10		Mar 15		Mar 20		Mar 25		Mar 30		Apr 5		Apr 10		Apr 15		Apr 20		Apr 25		Apr 30		May 5		May 10		May 15		May 20		May 25		May 30		Jun 5		Jun 10		Jun 15		Jun 20		Jun 25		Jun 30		Jul 5		Jul 10		Jul 15		Jul 20		Jul 25		Jul 30		Aug 5		Aug 10		Aug 15		Aug 20		Aug 25		Aug 30		Sep 5		Sep 10		Sep 15		Sep 20		Sep 25		Sep 30		Oct 5		Oct 10		Oct 15		Oct 20		Oct 25		Oct 30		Nov 5		Nov 10		Nov 15		Nov 20		Nov 25		Nov 30		Dec 5		Dec 10		Dec 15		Dec 20		Dec 25		Dec 30		Jan 5		Jan 10		Jan 15		Jan 20		Jan 25		Jan 30		Feb 5		Feb 10		Feb 15		Feb 20		Feb 25		Feb 30		Mar 5		Mar 10		Mar 15		Mar 20		Mar 25		Mar 30		Apr 5	
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Wellcome continued to lose ground, falling 15¢ to 368½, in the wake of Thursday's disappointing profits news. Analysts have downgraded their estimates of pre-tax profits for the year from \$420 million to between \$360 million and \$330 million.

The rest of the equity markets ended the account on a firm note, continuing to shrug aside political and economic worries, including the latest inflation figures. Dealers reported selective support along with a general uptick in Wall Street saw prices close below their best. The FT-SE 100 index closed 8.0 points higher at 2,068.0 — a rise on the account of 37.3 points.

# Glaxo falls on claims over new drug



The FT index of 30 shares also rose 15.2 to 1,614.9, but turnover remained subdued with 426 million shares traded.

Traders had to contend with an hour-long computer breakdown which left their trading screens blank as well as a fire at the office of BZW.

A steady performance by the pound enabled government speculators to score gains of almost 2% at the longer end.

Threehouse Forte rose 5p to 265p after a presentation for analysts and fund managers arranged by James Capel, the broker. The group believes that demand for hotel rooms

will grow by 1 per cent next year but expects capacity to increase by 7 per cent. The inability to supply this extra capacity caused alarm among its main clients.

Next, the troubled fashion wear retailer, saw its share touch an all-time low of 194p before rallying to close 3p cheaper at 22p. James Capel said to have tried unsuccessfully to place a line of 1 million shares on behalf of clients.

Brent Walker, the leisure group headed by George Walker, rose 4p to 95p after confirmation of a last-minute deal with its banks to re-

The building sector recovered its poise after some early pessimism. F.W. Woolworth has turned bullish about British construction companies with extensive interests in America where there has been a deterioration in conditions recently. Prospects for the rest of the year and most of next remain bleak.

It has downgraded a number of companies but there seemed to be little immediate effect. George Wimpey fell 3p to 20½p, Pilkington 1p to 14½p, and the 100 shares of Brierley there were going for Barratt Developments, 1p to 97p, Marley, 2p to 99p, Blue Circle Industries, 3p to 34½p, Wolseley, 3p to 28½p, Stessley, 5p to 34½p and Redland, 5p to 52½p, while Rugby Group was unchanged at 134p.

**MICHAEL CLARK**

## LONDON TRADED OPTIONS

## WORLD MARKET INDICES

Index	Value	Daily change (%)	Yearly change (%)	Daily change (%)	Yearly change (%)	Daily change (US\$)	Yearly change (US\$)
The Index	569.8	-0.6	-33.8	-0.2	-24.8	-0.3	-18.9
(free)	1077.0	-0.8	-33.7	-0.2	-24.8	0.3	4.8
EAPE	575.6	-0.9	-37.6	-0.2	-24.8	-0.6	-23.8
(free)	100.3	-0.9	-37.5	-0.9	-32.6	-0.6	-23.8
Europe	595.4	0.2	-21.7	0.1	-19.2	0.5	14.6
(free)	128.9	0.2	-21.2	-0.2	-18.9	0.5	3.5
Nth America	397.6	-0.1	-26.1	0.3	-9.3	0.3	-9.9
Nordic	1114.2	-0.2	-28.4	-0.2	-23.2	0.2	-12.7
(free)	186.9	-0.2	-20.5	-0.3	-15.2	0.1	-3.1
Pacific	2136.3	-1.8	-46.1	-1.4	-40.5	-1.2	-94.3
Far East	3080.4	-1.9	-46.8	-1.4	-41.3	-1.2	-94.3
Australia	234.5	-0.7	-23.6	-0.8	-15.5	-0.5	-17.5
Austria	184.7	-0.1	-11.9	0.2	-9.3	0.3	7.5
Belgium	170.9	-0.5	-27.4	-0.5	-24.5	-0.2	-11.5
Canada	388.3	0.1	-33.7	0.4	-18.8	0.4	-18.8
Denmark	1144.9	0.3	-13.0	0.1	-9.0	0.6	5.0
Finland	84.8	-0.6	-43.8	-0.3	-39.9	-0.2	-31.5
(free)	68.0	-0.0	-40.9	0.3	-36.8	0.4	-38.0
France	803.4	0.7	-25.4	0.8	-21.9	1.0	-9.0
Germany	708.3	0.7	-22.8	0.5	-18.2	1.0	-6.9
Hong Kong	289.4	0.1	-14.5	0.5	-4.1	0.5	4.3
Italy	1547.4	0.1	-35.9	0.0	-23.5	0.4	-4.8
Japan	345.9	-2.0	-50.0	-1.2	-45.0	-1.2	-35.0
Netherlands	722.1	-0.3	-25.6	-0.5	-19.1	0.0	-6.9
New Zealand	56.1	0.0	-45.5	0.4	-35.2	0.4	-33.8
Norway	1138.6	-1.1	-15.1	-1.2	-9.6	-0.8	3.5
(free)	200.9	-1.3	-14.0	-1.4	-8.5	-0.9	4.8

## RECENT ISSUES

EQUITIES		
Atlanta Resources	57	Livercrest
Broadway Inc.	136	MMI
GMV Group	102	M & W Inc.
Castle Capital (50p)	35	Mattvey Capital
Dennison Ink Tel (100p)	50	Midland Radio
ESOL Tel	42	Nova Investors
EFM Java Tel	38	Parsons
Fiber Print	165	Piercettell
Guider, Vale	48	Palcan Inc.
Invergard	153-1	Protein Int'l
Leasing Ls New	2	Saton Healthcare
		St James Place

## FOREIGN EXCHANGES

Exchange index compared with 1985 was up at 83.8 (day's range 83.7-83.8).

## STERLING SPOT AND FORWARD RATES

Market rates for November 18

	Range	Cross	1 month	3 month
New York	1.9575-1.9585	1.9580-1.9570	1.00-0.97p	2.85-2.84p
Monaco	2.875-2.9206	2.8685-2.8205	0.83-0.82p	91-1-0.82p
Brussels	2.573-2.5667	2.577-2.571	11-14p	31-34p
Amsterdam	2.892-2.887	2.892-2.887	11-14p	31-34p
Copenhagen	11.0784-11.1438	11.0784-11.1037	81-83p	81-83p
Lisbon	1.0770-1.0805	1.0793-1.0803	81-83p	81-83p
London	2.892-2.887	2.892-2.887	11-14p	31-34p
Dublin	2.542-2.5507	2.543-2.5501	47-49p	177-224p
Frankfurt	163.85-165.18	164.00-164.57	81-83p	81-83p
Gene	2161.29-2167.59	2162.25-2165.34	4-5p	8-9p
Milan	81.3161-1.11.3984	11.3940-11.3948	81-83p	81-83p
Paris	2.892-2.887	2.892-2.887	11-14p	31-34p
Stockholm	10.8930-10.9030	10.8710-10.9043	11-14p	31-34p
Tokyo	253.81-254.81	254.11-254.82	11-14p	81-83p
Zurich	20.3135-20.3135	20.3135-20.3135	8-9p	8-9p
Prague	2.4447-2.4550	2.4447-2.4478	8-10p	8-9p

Premium = p, Discount = d.

## OTHER STERLING RATES

Argentina austral*	1.0401/9-1.0424
Australia dollar	2.2485-2.2562
Bahrain dollar	
Brazil cruzeiro	281.883-285.61
Cypriot pound	0.826-0.83
Danish krone	5.700-5.696
Deutsche mark	1.9575-1.9585
Hong Kong dollar	10.3594-10.3598
Indian rupee	35.20-35.20
Japanese yen	35.20-35.20
Malaysian ringgit	3.8004-3.8004
New Zealand dollar	3.2025-3.2221
Saudi Arabian riyal	3.3625-3.3625
Singapore dollar	1.3592-1.3592
S Africa rand (R)	6.5592-6.5671
S Africa rand (com)	4.9757-4.9757
US dollar	1.9575-1.9585
*London Bank Rates supplied by	
Barclays Bank GTS and GTS	

## DOLLAR SPOT RATES

Ireland	1.8220-1.8236	Denmark	5.8550-5.8550
Singapore	1.7396-1.7103	Germany	1.4890-1.4700
Switzerland	2.892-2.887	Italy	2.025-2.041
Australia	2.2811-2.2978	Netherlands	1.6572-1.6582
Canada	0.7220-1.1836	France	4.9570-4.9620
Denmark	5.8550-5.8550	Japan	25.00-25.10
Norway	8.7620-8.7570		

Rates supplied by Barclays Bank GTS and GTS.

# MONEY MARKETS

Base Rate 5% Clearing Bank 14 Finance House 16

Discount Market Call	14
Overnight 15% 14k 15k 15w 15m 15k 14k	
Treasury Bills (Discount %)	
3 month 13p	14p
Selling 2 month -13p 3 month -15p	
1 month 13p 15p (Bank 12p) 1 month 13p 15p	
2 month 13p 15p (Bank 12p) 1 month 13p 15p	
Trade Bills (Discount %)	1 month 14p
3 month 15p 16p 15p 16p 15p 16p	
Interbank (14% Overnight, over 14k 15c 15p 13p	
1 week 14k-14 1/2 1 month 14p-15 3 month 13p-13 1/2	
2 month 13p-13 1/2 6 month 15p-15 1/2 15 1/2 12 1/2 15 1/2	
Local Authority Deposits	
3 month 13p 15p 15p 15p 15p 15p	
3 month 13p 15p 15p 15p 15p 15p	
Banking Cds (14% 1 month 14p-14 1/2	
2 month 13p-13 1/2 6 month 15p-15 1/2 12 1/2 15 1/2	
Dollar Cds (14% 1 month 7.97-7.92	
2 month 8.00-7.95 6 month 7.90-7.85 12 month 7.90-7.87	
1 month 14p-14 1/2 2 month 14p-14 1/2 3 month 13p-13 1/2	
2 month 13p-13 1/2 6 month 15p-15 1/2 12 1/2 15 1/2	

## EURO MONEY DEPOSITS %

Currency	7 day	1 month	3 month	6 month
£	7 1/4	7 1/4	8 1/4	9 1/4
CD 6-7%				
Dutch/Guilder	8 1/4	8 1/4	9 1/4	10 1/4
French Franc	8 1/4	8 1/4	9 1/4	10 1/4
German Mark	8 1/4	8 1/4	9 1/4	10 1/4
Swiss Franc	8 1/4	8 1/4	9 1/4	10 1/4
Yen	8 1/4	8 1/4	9 1/4	10 1/4
CD 7-7 1/4				

## GOLD

### THIRD MARKET

Avg price: £13.0829¢  
Next week: £220m

last wk: £13.0552¢  
replace 15¢

Settlement: 13.0275¢  
Silver: \$4.11-4.18 (\$2.00-2.05)

## LONDON FINANCIAL FUTURES

Open		Open							
	High	Low	Close	Vol		High	Low	Close	Vol
FT-SE 100					Three Month ECU				
Dec 91	2192.0	2140.0	Previous open interest 27069		Dec 91	89.91	89.96	89.91	89.93
Mar 92	2192.0	2144.0	2123.0	2126.5	Nov Treasury Bond			Previous open interest 749	
Three Month Sterling			Previous open interest 17075		Dec 91	90.12	90.12	90.13	90.10
Dec 91	89.78	89.83	89.78	89.79	Long Gilt			Previous open interest 145	
Mar 92	89.78	89.83	89.78	89.79	Dec 91	94.06	94.11	94.06	94.08
Three Month Eurodollar			Previous open interest 44914		Mar 92	94.02	94.08	94.02	94.01
Dec 91	92.98	92.83	92.97	92.71	Japanese Govt Bond			Previous open interest 78	
Mar 92	92.98	92.83	92.97	92.71	Dec 91	91.10	92.00	91.08	91.05
Three Month Euro DM			Previous open interest 78333		Japanese Govt Bond			Previous open interest 10377	
Dec 91	91.94	91.95	91.92	91.94	Dec 91	92.50	92.50	92.50	92.50
Mar 92	91.94	91.95	91.92	91.94	Mar 92	91.96	92.00	91.96	92.00

## COMMODITIES

### LONDON FOG

COCOA		AMT Futures	
Dec 92-99	91	Set 910-908	
Mar 92-99	91	Set 910-908	
Jul 75-77	91	Set 910-908	
Jul 78-79	91	Set 910-908	
Nov 50-52	91	Set 910-908	
Jan 65-66	91	Set 910-908	
Mar 65-66	91	Set 910-908	
May 55-56	91	Set 910-908	
SUGAR		C Commodity	
Dec 200-224	91	Set 910-908	
Mar 224-254	91	Set 910-908	
Oct 224-254	91	Set 910-908	
Dec 254-284	91	Set 910-908	
Mar 284-314	91	Set 910-908	
WHEAT class #2	91	Set 910-908	
Nov 110-130	91	Set 910-908	
Nov 130-150	91	Set 910-908	
Nov 150-170	91	Set 910-908	
Nov 170-190	91	Set 910-908	
Nov 190-210	91	Set 910-908	
Nov 210-230	91	Set 910-908	
Nov 230-250	91	Set 910-908	
Nov 250-270	91	Set 910-908	
Nov 270-290	91	Set 910-908	
Nov 290-310	91	Set 910-908	
Nov 310-330	91	Set 910-908	
Nov 330-350	91	Set 910-908	
Nov 350-370	91	Set 910-908	
Nov 370-390	91	Set 910-908	
Nov 390-410	91	Set 910-908	
Nov 410-430	91	Set 910-908	
Nov 430-450	91	Set 910-908	
Nov 450-470	91	Set 910-908	
Nov 470-490	91	Set 910-908	
Nov 490-510	91	Set 910-908	
Nov 510-530	91	Set 910-908	
Nov 530-550	91	Set 910-908	
Nov 550-570	91	Set 910-908	
Nov 570-590	91	Set 910-908	
Nov 590-610	91	Set 910-908	
Nov 610-630	91	Set 910-908	
Nov 630-650	91	Set 910-908	
Nov 650-670	91	Set 910-908	
Nov 670-690	91	Set 910-908	
Nov 690-710	91	Set 910-908	
Nov 710-730	91	Set 910-908	
Nov 730-750	91	Set 910-908	
Nov 750-770	91	Set 910-908	
Nov 770-790	91	Set 910-908	
Nov 790-810	91	Set 910-908	
Nov 810-830	91	Set 910-908	
Nov 830-850	91	Set 910-908	
Nov 850-870	91	Set 910-908	
Nov 870-890	91	Set 910-908	
Nov 890-910	91	Set 910-908	
Nov 910-930	91	Set 910-908	
Nov 930-950	91	Set 910-908	
Nov 950-970	91	Set 910-908	
Nov 970-990	91	Set 910-908	
Nov 990-1010	91	Set 910-908	
Nov 1010-1030	91	Set 910-908	
Nov 1030-1050	91	Set 910-908	
Nov 1050-1070	91	Set 910-908	
Nov 1070-1090	91	Set 910-908	
Nov 1090-1110	91	Set 910-908	
Nov 1110-1130	91	Set 910-908	
Nov 1130-1150	91	Set 910-908	
Nov 1150-1170	91	Set 910-908	
Nov 1170-1190	91	Set 910-908	
Nov 1190-1210	91	Set 910-908	
Nov 1210-1230	91	Set 910-908	
Nov 1230-1250	91	Set 910-908	
Nov 1250-1270	91	Set 910-908	
Nov 1270-1290	91	Set 910-908	
Nov 1290-1310	91	Set 910-908	
Nov 1310-1330	91	Set 910-908	
Nov 1330-1350	91	Set 910-908	
Nov 1350-1370	91	Set 910-908	
Nov 1370-1390	91	Set 910-908	
Nov 1390-1410	91	Set 910-908	
Nov 1410-1430	91	Set 910-908	
Nov 1430-1450	91	Set 910-908	
Nov 1450-1470	91	Set 910-908	
Nov 1470-1490	91	Set 910-908	
Nov 1490-1510	91	Set 910-908	
Nov 1510-1530	91	Set 910-908	
Nov 1530-1550	91	Set 910-908	
Nov 1550-1570	91	Set 910-908	
Nov 1570-1590	91	Set 910-908	
Nov 1590-1610	91	Set 910-908	
Nov 1610-1630	91	Set 910-908	
Nov 1630-1650	91	Set 910-908	
Nov 1650-1670	91	Set 910-908	
Nov 1670-1690	91	Set 910-908	
Nov 1690-1710	91	Set 910-908	
Nov 1710-1730	91	Set 910-908	
Nov 1730-1750	91	Set 910-908	
Nov 1750-1770	91	Set 910-908	
Nov 1770-1790	91	Set 910-908	
Nov 1790-1810	91	Set 910-908	
Nov 1810-1830	91	Set 910-908	
Nov 1830-1850	91	Set 910-908	
Nov 1850-1870	91	Set 910-908	
Nov 1870-1890	91	Set 910-908	
Nov 1890-1910	91	Set 910-908	
Nov 1910-1930	91	Set 910-908	
Nov 1930-1950	91	Set 910-908	
Nov 1950-1970	91	Set 910-908	
Nov 1970-1990	91	Set 910-908	
Nov 1990-2010	91	Set 910-908	
Nov 2010-2030	91	Set 910-908	
Nov 2030-2050	91	Set 910-908	
Nov 2050-2070	91	Set 910-908	
Nov 2070-2090	91	Set 910-908	
Nov 2090-2110	91	Set 910-908	
Nov 2110-2130	91	Set 910-908	
Nov 2130-2150	91	Set 910-908	
Nov 2150-2170	91	Set 910-908	
Nov 2170-2190	91	Set 910-908	
Nov 2190-2210	91	Set 910-908	
Nov 2210-2230	91	Set 910-908	
Nov 2230-2250	91	Set 910-908	
Nov 2250-2270	91	Set 910-908	
Nov 2270-2290	91	Set 910-908	
Nov 2290-2310	91	Set 910-908	
Nov 2310-2330	91	Set 910-908	
Nov 2330-2350	91	Set 910-908	
Nov 2350-2370	91	Set 910-908	
Nov 2370-2390	91	Set 910-908	
Nov 2390-2410	91	Set 910-908	
Nov 2410-2430	91	Set 910-908	
Nov 2430-2450	91	Set 910-908	
Nov 2450-2470	91	Set 910-908	
Nov 2470-2490	91	Set 910-908	
Nov 2490-2510	91	Set 910-908	
Nov 2510-2530	91	Set 910-908	
Nov 2530-2550	91	Set 910-908	
Nov 2550-2570	91	Set 910-908	
Nov 2570-2590	91	Set 910-908	
Nov 2590-2610	91	Set 910-908	
Nov 2610-2630	91	Set 910-908	
Nov 2630-2650	91	Set 910-908	
Nov 2650-2670	91	Set 910-908	
Nov 2670-2690	91	Set 910-908	
Nov 2690-2710	91	Set 910-908	
Nov 2710-2730	91	Set 910-908	
Nov 2730-2750	91	Set 910-908	
Nov 2750-2770	91	Set 910-908	
Nov 2770-2790	91	Set 910-908	
Nov 2790-2810	91	Set 910-908	
Nov 2810-2830	91	Set 910-908	
Nov 2830-2850	91	Set 910-908	
Nov 2850-2870	91	Set 910-908	
Nov 2870-2890	91	Set 910-908	
Nov 2890-2910	91	Set 910-908	
Nov 2910-2930	91	Set 910-908	
Nov 2930-2950	91	Set 910-908	
Nov 2950-2970	91	Set 910-908	
Nov 2970-2990	91	Set 910-908	
Nov 2990-3010	91	Set 910-908	
Nov 3010-3030	91	Set 910-908	
Nov 3030-3050	91	Set 910-908	
Nov 3050-3070	91	Set 910-908	
Nov 3070-3090	91	Set 910-908	
Nov 3090-3110	91	Set 910-908	
Nov 3110-3130	91	Set 910-908	
Nov 3130-3150	91	Set 910-908	
Nov 3150-3170	91	Set 910-908	
Nov 3170-3190	91	Set 910-908	
Nov 3190-3210	91	Set 910-908	
Nov 3210-3230	91	Set 910-908	
Nov 3230-3250	91	Set 910-908	
Nov 3250-3270	91	Set 910-908	
Nov 3270-3290	91	Set 910-908	
Nov 3290-3310	91	Set 910-908	
Nov 3310-3330	91	Set 910-908	
Nov 3330-3350	91	Set 910-908	
Nov 3350-3370	91	Set 910-908	
Nov 3370-3390	91	Set 910-908	
Nov 3390-3410	91	Set 910-908	
Nov 3410-3430	91	Set 910-908	
Nov 3430-3450	91	Set 910-908	
Nov 3450-3470	91	Set 910-908	
Nov 3470-3490	91	Set 910-908	
Nov 3490-3510	91	Set 910-908	
Nov 3510-3530	91	Set 910-908	
Nov 3530-3550	91	Set 910-908	
Nov 3550-3570	91	Set 910-908	
Nov 3570-3590	91	Set 910-908	
Nov 3590-3610	91	Set 910-908	
Nov 3610-3630	91	Set 910-908	
Nov 3630-3650	91	Set 910-908	
Nov 3650-3670	91	Set 910-908	
Nov 3670-3690	91	Set 910-908	
Nov 3690-3710	91	Set 910-908	
Nov 3710-3730	91	Set 910-908	
Nov 3730-3750	91	Set 910-908	
Nov 3750-3770	91	Set 910-908	
Nov 3770-3790	91	Set 910-908	
Nov 3790-3810	91	Set 910-908	
Nov 3810-3830	91	Set 910-908	
Nov 3830-3850	91	Set 910-908	
Nov 3850-3870	91	Set 910-908	
Nov 3870-3890	91	Set 910-908	
Nov 3890-3910	91	Set 910-908	
Nov 3910-3930	91	Set 910-908	
Nov 3930-3950	91	Set 910-908	
Nov 3950-3970	91	Set 910-908	
Nov 3970-3990	91	Set 910-908	
Nov 3990-4010	91	Set 910-908	
Nov 4010-4030	91	Set 910-908	
Nov 4030-4050	91	Set 910-908	
Nov 4050-4070	91	Set 910-908	
Nov 4070-4090	91	Set 910-908	
Nov 4090-4110	91	Set 910-908	
Nov 4110-4130	91	Set 910-908	
Nov 4130-4150	91	Set 910-908	
Nov 4150-4170	91	Set 910-908	
Nov 4170-4190	91	Set 910-908	
Nov 4190-4210	91	Set 910-908	
Nov 4210-4230	91	Set 910-908	
Nov 4230-4250	91	Set 910-908	
Nov 4250-4270	91	Set 910-908	
Nov 4270-4290	91	Set 910-908	
Nov 4290-4310	91	Set 910-908	
Nov 4310-4330	91	Set 910-908	
Nov 4330-4350	91	Set 910-908	
Nov 4350-4370	91	Set 910-908	
Nov 4370-4390	91	Set 910-908	
Nov 4390-4410	91	Set 910-908	
Nov 4410-4430	91	Set 910-908	
Nov 4430-4450	91		

Pao cancels  
for Hong  
after satellite

United  
for Pa



## Invesco in \$72m pensions takeover

By OUR CITY STAFF

INVESCO MIM, the fund management group, is paying up to \$72.7 million for Primco, an American pension fund manager already controlled by a group of Invesco's senior managers. The group also gave a warning that profits in the second half of the year would be lower than the \$15.1 million made in the first half of 1990.

Primco sells guaranteed income contracts, or tax-efficient, fixed-interest pension plans. Ratan Engineer, Invesco's finance director, said the group had to buy the company to fill a gap in its product range in America.

Primco was founded in 1985, has \$5.67 billion under management and made a pre-tax profit of \$2.42 million last year.

Half the company is owned by Charles Brady and Wendell Starke, two Invesco directors, and other American employees. Invesco Solutions, a subsidiary of Invesco MIM, will sell Primco's plans to companies who want to opt out of corporate pension schemes and offer their employees personal pensions.

The group is paying an initial \$21.1 million in three instalments until 1992. Primco's owners will also receive two profit-related payments worth up to \$31.6 million.

Finally, they will be given up to \$20 million, depending on the assets in Invesco Solutions by March, 1995. Invesco plans to fund the acquisition from cash generated from its existing American operations. Mr Engineer denied the deal was expensive.

Because of the size and the conflict of interest in the company, shareholders will be asked to vote on it at an extraordinary meeting.

The acquisitions will allow Invesco Solutions to offer the full range of personal pensions to companies which want to wind down their corporate funds. Mr Engineer said the profit warning was not serious and that the City had expected a fall.

## Borrie is rebuffed by Lilley

PETER Lilley, the trade secretary, has rejected evidence from Sir Gordon Borrie, the director general of fair trading, that International Stock Exchange rules allowing a delay in the publication of the details of big share trades are anti-competitive.

The exchange permitted deals above £100,000 to be published overnight, rather than immediately, in an emergency move after the October, 1987 crash. The exchange now plans to bring in new rules limiting any delay to 90 minutes.

Sir Gordon indicated in April that he had reservations about the new rules, although they were an improvement.

## Milan SE strike

The National Association of Bourse Floor Traders called an indefinite strike on the Milan stock exchange to protest against the government's delay in approving legislation to reform the stock market and proposed changes to a capital gains tax decree.

## Owen loses £1m

Owen & Robinson slumped to a pre-tax loss of £1.28 million in the six months to end-July, against profits of £117,000 last time. The loss per share was 11.57p, against earnings of 0.33p. The interim dividend is held at 0.15p.

## Ferrari setback

Ferrari Holdings slid into a pre-tax loss of £390,000 in the six months to end-June, against a profit of £604,000 in the nine months to end-June, 1989. The loss per share is 2.5p, against earnings of 2.9p, while the fully diluted loss stood at 2.3p. Once again, there is no interim dividend.

# PowerGen chairman goes after dispute

By MARTIN WALLER

ROBERT Malpas has resigned as chairman of PowerGen, the electricity generator, after a boardroom dispute, presenting the government with another embarrassment in its privatisation of the power industry.

His resignation, apparently at the prompting of John Wakeham, the energy secretary, after pressure from the PowerGen board, comes just before the 12 electricity distributors in England and Wales are due to be privatised. He is to be replaced by Sir Graham Day, chairman of Rover Group and a non-executive director of PowerGen.

Mr Wakeham last night refused to discuss the circumstances of the departure but said it was amicable. "I've written a warm letter of appreciation to Bob Malpas for his contribution to the company and I'm delighted that Sir Graham Day has taken it on," he said.

There had been rumours of a rift between Mr Malpas and the rest of the PowerGen board, headed by Ed Wallis, the chief executive, since this summer's abortive bid for the company by Hanson, the industrial conglomerate.

PowerGen said yesterday that Sir Graham's appointment followed "a review of the role of the chairman in the company's affairs". The generator, itself set for flotation in three months, is clearly exchanging a chairman who had put in a full working week for one whose involvement will be limited.

Sir Graham is also chairman of Cadbury-Schweppes and divides his time between restructuring in March. Clashes are thought to have been developing for some months between Mr Malpas and his chief executive, not least over the chairman's hands-on style of management, which is likely to have crowded Mr Wallis out.

At the same time, his ability to put together a buyout package had noticeably strengthened Mr Wallis's position in the company and given him fresh confidence.

The City was shocked by the resignation. John Wilson, electricity analyst at UBS-Phillips & Drew, said: "I think friction must have developed after the Hanson bid."

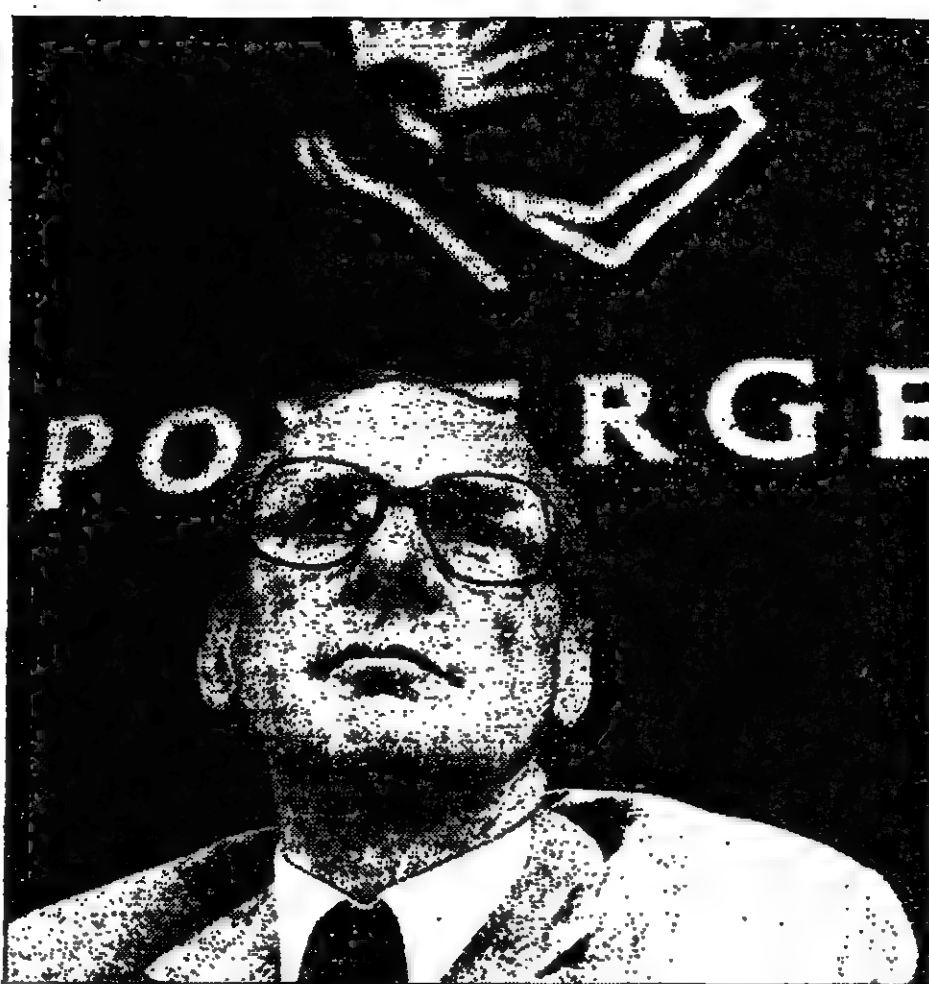
Mr Wallis and much of the senior management came from the old Central Electricity Generating Board. Mr Malpas, a former managing director of BP, had always been seen as an intruder.

"It has to be a clash between Wallis and Malpas, with Wallis as the old school and Malpas rather the new school, and there's a lot of old school behind the board," Mr Wilson said.

A board meeting was held early yesterday that Mr Malpas had decided to go the evening before. By the time a formal statement was announced to the public, he had left his office.

Government advisers to the float were putting a brave face on the affair. "As far as we're concerned, the regional electricity companies' flotation is unaffected," one adviser said.

Observers say next Wednesday's impact day will now have to carry the double burden of a Tory party leadership poll the day before and the departure of a senior industry figure, mitigated by the availability of a chairman of Sir Graham's calibre as replacement.



Quick farewell: Robert Malpas left PowerGen in old school versus new school battle

Malpas's departure from PowerGen is under negotiation, but he is likely to be entitled to a compensation package of not far short of £500,000 of taxpayers' money.

He is thought to have been earning more than £150,000, on a three-year contract which dated from the industry restructuring in March.

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## Brent in last minute reprieve

By MARTIN WALLER

BRENT Walker, the property and leisure combine, has reached a last-minute agreement with its bankers over a refinancing agreement to stave off a complete collapse.

The agreement involves a standstill for loan repayments until the end of next year. Arrangements were announced yesterday, the last day that would allow the company's controversial convertible capital bonds issue to go ahead.

Had the issue not gone ahead, the company told shareholders who cleared it at a meeting this week, its continued survival could not have been assured.

The listing particulars to the bond issue showed that Brent Walker had debts of almost £128 million to be repaid over the next few months. Refinancing has exacted a heavy toll.

The company said that delays in its disposal programme had contributed to mounting debts. As a result, and given the cost of the new financing arrangements, finance charges would be higher.

Analysts have been waiting for the completion of the refinancing and for the shareholders' agreement to the new bond issue, so that they could revise their forecasts sharply downwards.

Lindsay Russell at Barclays de Zoete Wedd is looking for just £70 million pre-tax for the current year to end-December. This is against an earlier forecast of almost £100 million, while Miss Russell's forecast for 1991 is for only £50 million.

The company, in restructuring its debts, has had to borrow again at higher interest rates than those in its earlier financing arrangements. Brent Walker is also pledged to make at least £50 million from disposals by the end of next year.

Two asset sales already arranged are included in that figure. These are understood to take it to not far short of half the total needed.

The directors said yesterday they were confident that level of disposals was achievable.

Most exposed to a collapse of Brent Walker is Standard Chartered Bank, which is believed to be owed £154 million, the loss of which could have grave repercussions. Standard Chartered is thought to have rallied less exposed banks behind the refinancing.

The directors said they believed that assuming the proceeds of the disposals and the bond issue are received, the new financial arrangements would be sufficient until the end of next year.

Over the next three months, Brent Walker and its banks will continue to consider what arrangements are needed to provide financing over the longer term.

## BUSINESS ROUNDUP

### Wiggins Group plans to resume trading

WIGGINS Group, the London Docklands property group whose shares were suspended at 38p in March, will resume trading from December 11 if shareholders approve a reconstruction package, the group said yesterday. Wiggins reported a loss of £13.5 million for the year to end-March against a profit of £7 million for the previous year. There is no dividend and losses per share have been calculated at 76p against 35.2p of earnings.

The group has a new £84 million banking facility and is to sell part of its South Quay development to a director for £0.5 million. It will ask shareholders to approve the joint venture with Newarthill announced in August and the recent sale of Arrowhead Quay, a Docklands hotel development, for £17.75 million. No profit is expected for the current financial year.

### Midway fall for Wilshaw

WILSHAW, the industrial and engineering products holding company, suffered a fall in pre-tax profits from £909,000 to £574,000 in the six months to end-September after a jump in interest costs from £123,000 to £565,000. Earnings per share slipped from 0.78p to 0.49p, although the interim dividend is maintained at 0.1p. Guy Ashkan, the chairman, said that the outlook for the second half is uncertain.

### SW Wood is back in black

SW WOOD, the former steel trading group, is back in the black with a pre-tax profit of £32,000 for the half-year to end-September, against last time's £1.92 million loss. An exceptional profit of £101,000 arose from the closure of the depot in Wellingborough, Northamptonshire. Earnings per share stood at 0.4p, against a 15.5p loss previously. Once again, there is no interim dividend.

### Surrey Group cash call

SURREY Group, the bookmaker that came to the USM in December, slipped into the red at half time. It plans to raise £2.5 million through a five-for-nine rights issue at 6p per share. Proceeds will help cut borrowing and help expansion. The group has increased its betting shops to 64 from 34, lifting borrowings to £5.8 million. Pre-tax loss to end-September was £198,000, compared with a £138,000 profit last time. Turnover rose to £18.2 million (£10.9 million). Interest payments rose from £90,000 to £160,000. Loss per share is 0.24p (earnings of 0.27p previously). There is no interim dividend.

### Tamaris loses £460,000

TAMARIS, the nursing homes group, sank to a pre-tax loss of £460,000 in the six months to end-September, against profits of £14,000. Turnover grew from £1.5 million to £2.05 million. The group has sold its Westacre Nursing Home, giving an extraordinary credit of £241,000, which enabled the group to pay its preference dividend. Loss per share was 8.57p (1.05p). Once again, there is no interim dividend.

### UPL cuts loss to £15,000

UPL GROUP, the specialist food importer and distributor, has trimmed pre-tax losses from £330,000 to £15,000 in the six months to end-July. Turnover fell from £6.69 million to £4.91 million. Operating profit was £117,000, compared with a loss of £238,000 last time, but interest payments rose from £92,000 to £132,000. Loss per share is cut from 6.55p to 0.34p. There is no interim dividend.

### Enterprise oil strike

ENTERPRISE Oil, the exploration and production company, has struck oil off Vietnam, a promising frontier area. During tests a well in block 17 flowed at rates of about 300 barrels a day. Drilling has been suspended while Enterprise assesses whether to stimulate the production rate.

The company holds 77.5 per cent of blocks 17 and 21, which are equidistant from Vietnam's largest oil discovery, the Dai Hung field. Its partner in both blocks, with 22.5 per cent, is Compagnie Européenne des Pétroles.

### Gates interim profits fall

SHARES in Frank G Gates, the east London Ford main dealer, fell 13p to 68p after the company unveiled a decline in half-year profits. Pre-tax profits fell from £1.25 million to £833,000 in the six months to end-June, on turnover down from £44.6 million to £37.3 million. Earnings per share are reduced from 3.88p to 1.71p. Interest payments rise from £480,000 to £739,000. There is no interim dividend again.

### TT in £9.7m share issue

TT GROUP, the engineering company, which in August won the £19 million battle for Crystalite, the electronics group, has asked shareholders to put up £9.7 million through an issue of convertible preference shares. One share costs 100p, yielding a dividend of 10.875 per cent for each 6.25 TT ordinary share. John Newman and Nicholas Shipp, with 33 per cent of TT, are not taking up the offer.

## Builders fear 25% bankruptcies

By PHILIP BASSETT, INDUSTRIAL EDITOR

A QUARTER of all construction companies will go out of business in the present recession, according to estimates given to John Major, the Chancellor, by specialist building firms.

In what it calls a "grim prediction", the Confederation of Construction Specialists calls for an immediate cut in interest rates in a letter to Mr Major, and it urges him to take action now.

The forecast is one of the gloomiest yet issued by any sector of the economy in the downturn and follows new government figures which showed that company failures have risen 23 per cent in the three months to end-September.

John Huxtable, the confederation's chief executive, says in his letter that the autumn statement last week gave "implicit confirmation" that the economy is now in recession.

That downturn was biting particularly deeply in construction. Specialist contractors, representing building firms which act as sub-contractors, say that they appreciate the need to control inflation, but argue that interest rates are not the only tool available to the government.

Mr Huxtable urges Mr Major to cut rates and "not just at some vague conditional future date but now, before the turn

of the year and before further damage is inflicted" on the construction industry.

The confederation admits that some of the 50,000 construction companies it expects to close in the recession will be small, and easily reformed, and some will have been badly managed.

There will, however, also be "very many long-established, well-managed companies of substance driven to financial extinction during the recession," it says.

The loss of skilled and experienced teams will mean that construction will be "ill-prepared to meet the needs of the economy when activity picks up again".



Major: help requested

## Anti-trust delay for ECC purchase

By COLIN CAMPBELL

ASEA Brown Boveri, Europe's biggest electrical group, has run into delays in completing the \$520 million sale of its Georgia Kaolin business in America to ECC Group (formerly English China Clay).

The parties say this is because American anti-trust approval has not yet been given.

Under their agreement made in May, both the buyer and the seller of Georgia Kaolin had the right yesterday to terminate the agreement.

However, both groups said neither has exercised the right, and that talks between them and the Department of Justice continue. An ECC statement said: "ECC and ABB will continue to review the options available to it in the light of these discussions." ABB re-

ported a pre-tax income of \$746 million (\$601 million) for the nine months ended September on total orders of \$21.3 billion (\$15.9 billion). The group's order book stood at \$24.9 billion on September 30.

There was strong earnings growth by the power transmission, power distribution, environmental control and financial services segments, but the transportation division reported lower earnings.

Excluding acquisitions, asset sales and exchange rate fluctuations, the nine months increase in orders was approximately 7 per cent and in revenues 3 per cent.

The group forecasts that earnings for all 1990 will grow in line with the levels achieved so far this year.

## Heath pays £18m for B&C brokers

By NEIL BENNETT, BANKING CORRESPONDENT

CE HEATH, the insurance broker, has agreed terms for its acquisition of British & Commonwealth Insurance Brokers. It will pay up to £18 million in a deal that will expand its retail subsidiary nationwide.

BCIB has 15 offices, mainly in the south and southwest of England. These will complement Heath's own 26-branch network, which is strongest in East Anglia, the north and Scotland.

The company generated brokerage income of £14 million last year, and although only marginally profitable at present, has potential to make a profit of £3 million a year.

The sale marks the latest stage in the dismemberment of British & Commonwealth, the financial services group, after it collapsed this year. The

price is well above the company's net assets of £8.5 million and is one of the successful disposals to date.

The acquisition will transform Heath from its role as a wholesale broker. It will now earn 45 per cent of its annual revenue of £40 million from lower margin retail business.

Heath is paying for BCIB by issuing 2.84 million shares at 427p each. Hambros, the merchant bank, is taking up most of the issue to increase its stake to 21.7 per cent. The remaining 995,000 shares are being issued to a new employee share ownership plan for Heath's senior executives.

The company is paying £11.75 million now and up to £6.25 million in May next year, depending on BCIB's assets. Heath will use borrowing facilities to pay the rest.

## Yacht hire buyout set to please the rich

By JON ASHWORTH

WHAT do Robert Maxwell, Tiny Rowland and King Juan Carlos of Spain have in common? They all have a passion for sleek, multimillion pound yachts, preferably stocked with the latest electronic gadgets and dripping in gold, onyx and hand-woven silk.

When they decide to hire out their craft, they will almost certainly turn to Camper & Nicholson, the world's oldest established yachting company, which has tightened its grip on the market by buying Halsey Marine, one of its oldest rivals. Wealthy fun-lovers should now have little trouble finding an excuse for a week or two in the sun - although it may cost them \$30,000 a day.

The deal is a coup for Camper & Nicholson, since with one stroke it

has felled much of the competition and enlarged its already impressive list of yachts available for charter. Many of the top 300 luxury yachts available were listed in both catalogues.

Nicholas Edmiston, the company's managing director, is delighted with the deal.

"Halsey was one of our main rivals, and it is extremely good for us to have brought it under our control. The Halsey directors were quite keen to move on and do other things, and the whole thing took about a month to complete."

The former Halsey business will be relocated in Berkeley Street, London, where Camper & Nicholson arranges many of its charters.

The deal - mainly consisting of the company's name, lists and goodwill - is believed to have cost at least £1

million. The purchase is likely to win a nod of approval from the film stars, musicians and media moguls who either own the luxurious yachts or like to charter them for an occasional two-week break.

"We do get the Donald Trumps, although many of our clients are much richer," says Mr Edmiston, who admits that the reward for the company is 15 per cent commission on the price of a charter.

One of the most sought-after names in Camper & Nicholson's catalogue is Robert Maxwell's *Lady Ghislaine*, a 180-foot floating palace, which boasts a gymnasium, disco and a luxurious outdoor dining area.

The four tailor-made bedrooms are stocked with televisions and hi-fi, and a satellite communication system is on hand to keep business executives in touch with world affairs. The price

is unlisted, but is likely to run to \$200,000 a week.

One of the most prized yachts of all is *Shenandoah*, a 150-foot three-masted schooner built in 1902 for Gibson Falkenstein, the Wall Street financier, and hailed as one of the finest classic craft on the market. It appeared in both catalogues, and is available for \$41,200 a week.

From its roots as a builder of fine luxury yachts, Camper & Nicholson has branched out into brokerage and charter throughout the world. Its main offices are in London, Cannes, Monte Carlo, Palma and Tokyo, with a new office opening in Antibes next year, and the Halsey deal will improve its links in America and the Caribbean.

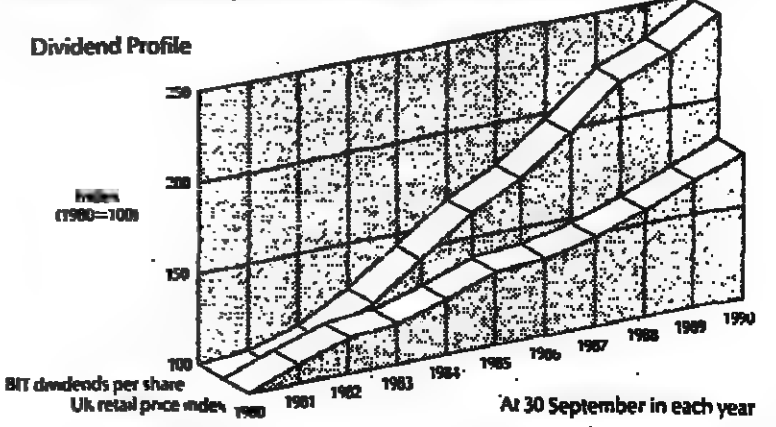
Its London base aside, Halsey had offices in Florida, Connecticut and Antigua.

## The BRITISH INVESTMENT TRUST PLC

The British Investment Trust aims to achieve long term capital growth from a portfolio of international investments and secure for shareholders regular increases in dividend.

HIGHLIGHTS (unaudited)	Half - year to 30 September 1990	1989
Ordinary shareholders' funds	£384,962,000	£500,573,000
Net asset value per share	617p	802p
Income	£16,771,000	£11,278,000
Earnings per share	13.4p	11.9p
Interim dividend per share	9.5p	9.0p

The Company's subsidiary, Edinburgh Fund Managers, is not consolidated in the above figures consistent with the accounting policy adopted in the 1990 Annual Accounts.



Please note that past performance is not necessarily a guide to future performance and that the value of shares and income therefrom can fluctuate, so that investors may not necessarily get back the amount invested.

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1. *Adaptation to the environment* (1973) 822-1987 747-1117

## UNIT TRUST STATISTICS

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Pro	23.78	23.80	19.78	74	88.8	05	Barclays US Funds	50.55	50.55	47.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays UK Funds	51.77	51.77	48.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Japan Funds	52.57	52.57	49.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Asia Funds	53.37	53.37	50.37	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Europe Funds	54.17	54.17	51.17	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Global Funds	54.97	54.97	51.97	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays US Bonds	55.77	55.77	52.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays UK Bonds	56.57	56.57	53.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Japan Bonds	57.37	57.37	54.37	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Asia Bonds	58.17	58.17	55.17	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Europe Bonds	58.97	58.97	55.97	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Global Bonds	59.77	59.77	56.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays US Divd	60.57	60.57	57.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays UK Divd	61.37	61.37	58.37	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Japan Divd	62.17	62.17	59.17	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Asia Divd	62.97	62.97	59.97	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Europe Divd	63.77	63.77	60.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Global Divd	64.57	64.57	61.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays US Int'l	65.37	65.37	62.37	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays UK Int'l	66.17	66.17	63.17	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Japan Int'l	66.97	66.97	63.97	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Asia Int'l	67.77	67.77	64.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Europe Int'l	68.57	68.57	65.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Global Int'l	69.37	69.37	66.37	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays US Emerg	70.17	70.17	67.17	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays UK Emerg	70.97	70.97	67.97	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Japan Emerg	71.77	71.77	68.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Asia Emerg	72.57	72.57	69.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Europe Emerg	73.37	73.37	70.37	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Global Emerg	74.17	74.17	71.17	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays US Bond	74.97	74.97	71.97	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays UK Bond	75.77	75.77	72.77	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Japan Bond	76.57	76.57	73.57	10	78
Put	10.00	10.00	10.00	10	10.00	10	Barclays Asia Bond	77.37	77.37	74.37	10	7

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# Star ratings for efficient energy use

By CLIVE PARISH

ENERGY efficiency in the home used merely to be a matter of saving money on fuel bills. But talk of global warming and the greenhouse effect have put the issue back on the agenda.

British building regulations lag 40 years behind those in countries like Sweden but now politicians are talking of green mortgages to promote better insulation, higher construction standards for new homes and the establishment of minimum efficiency standards for central heating boilers and other domestic appliances.

This week, John Wakeham, the energy secretary, helped to launch Starpoint, a rating scheme to measure energy efficiency in the home — the second to be launched in six months.

For a fee of between £30 and £40, a trained assessor carries out a survey of all the energy aspects of the home and a star rating from one to five is worked out from data fed into a lap-top computer.

MVM Starpoint, of Bristol, which operates the scheme, has also signed an agreement with the National Energy Foundation, a registered charity, to make sure ratings are comparable with the National Energy Foundation's National Home Energy Rating. This scheme started in June and uses a much larger 100-point scale and independent licensed assessors.

The National Home Energy Rating provides homeowners, prospective buyers and house builders with a reliable guide to fuel running costs. Both schemes will make cost-effective suggestions to improve a home's rating.

Starpoint also calculates potential reductions in carbon dioxide emissions, which are believed to be the main cause of the greenhouse effect.

With power generation for the average home producing



Heat savers: Tack Ong (left) and Richard Macphail of Optima Energy assess the ratings on a lap-top computer

6.5 tons of CO<sub>2</sub> a year, it claims that a single one-star improvement costing less than £1,000 — five stars is the most efficient — would cut total emissions by 16 million tons.

The National Energy Foundation says a one-step advance on its scale would achieve a 4 per cent saving on the total domestic energy bill of £11.4 billion.

The Labour party wants domestic energy audits such as these to become a standard part of all surveys of homes on the market.

Peter Hales, chairman of

the panel of chief surveyors advising the Mortgage Lenders Committee, agrees.

"Energy cost is one area that is not addressed at the time of house purchase. It makes sense for house purchasers to be made more aware of their on-going energy commitments. Rating houses according to their energy efficiency has to become a standard for the future," he said.

A number of building societies have given their backing to the Starpoint scheme, with the Bradford & Bingley the first intending to make funds available to encourage bor-

rowers to participate. The National Home Energy Rating scheme has also attracted interest from local authorities, housing associations, developers, estate agents, surveyors and energy advisory consultants.

Tack Ong, an architect living in Hammersmith, west London, called in Optima Energy, a King's Cross consultancy firm and National Home Energy Rating scheme member, to rate his home.

"I wanted to know how best to increase energy efficiency and add ecological value to the house. One has to bear in

an incredible number of variables, like how exposed the house is, its age, and whether detached or not. We measure the rooms, and assess the insulation and heating systems.

"It won't have any bearing on the final rating, but we also gauge the size of fuel bills by taking into account the number of people living in the house and how they use energy. It can have a direct impact on savings."

The computer rates the property on a scale of zero to ten. The average British home rates 4.4 on the National Home Energy Rating scale, with 7.0 being equivalent to the tougher housebuilding regulations introduced this year. Mr Ong's was 3.7.

A bar chart display shows instantly what aspects of the house are inefficient. Based on this, Optima was able to recommend that Mr Ong install a condensing boiler, thermostatic radiator valves, and a cylinder thermostat on the hot tank, as well as fill cavity walls, insulate primary pipework, and do some basic draught proofing.

Optima estimated the cost at £1,600 which, with annual savings on the fuel bill of £350, would take him four-and-a-half years to pay back. The rating shot up to 4.2.

The fees for a National Home Energy Rating survey range from £60 to £200. The fee includes a certificate recording the rating and any improvements carried out, which can be useful for home owners when they come to sell.

The data is also sent to the headquarters of the National Energy Foundation in Milton Keynes, Buckinghamshire, where it is monitored and stored as part of a national database.

By the end of this year the foundation expects to have trained more than 100 assessors throughout Britain.

## Tax relief for enterprise

By SARA MCCONNELL

HIGHER rate taxpayers are still being encouraged to invest in commercial property through enterprise zone trusts before the end of the tax year in spite of the property slump.

Laser Richmond, the enterprise zone trust set up as a joint venture between Johnson Fry and Richard Ellis, has announced a £20 million trust investing in an office development in the Salford Quays enterprise zone in Manchester.

Property Enterprise Managers has launched a £17.9 million trust, also investing in commercial property, in the Salford enterprise zone.

Enterprise zone trusts are intended to give smaller investors a route into the commercial property market by dividing investments into units as small as £1,000. The minimum investment in the Laser Richmond trust is

£5,000. Both trusts are aimed at higher rate taxpayers and self-employed taxpayers. Alastair Altham, director of Johnson Fry's commercial property division said the self-employed would have to make the first payment of this tax year next January and could use an enterprise zone trust investment to set against tax.

Some higher-rate PAYE taxpayers may want to shelter some tax before filing a tax return after the end of the tax year, Mr Altham said. Investors can obtain tax relief on an investment in the trust at the higher rate as well as on loans taken out to invest.

Mr Altham denied that it was a bad time to invest in the property market. He said: "We are capitalising on the current state of the property market. Unfortunately, private investors have a tendency

to buy at the top of the market and sell at the bottom."

Keith Evans, managing director of Property Enterprise Managers, said: "People may think this is the worst time to go into property but the tax shelter aspect is the most important."

Investors can use the rental income from the property to pay off the loan. This income is guaranteed by the developers for 25 years so both trusts claim investors should never lose out because buildings are standing empty.

Investors in Property Enterprise Managers' trust can claim tax relief as soon as an investment is made. Traditionally, no investor in an enterprise trust can receive tax relief until all the money is collected. Laser Richmond's offer closes on December 31 and relief can then be claimed.

EDITED BY LINDSAY COOK, MONEY EDITOR

NEW FOR TODAY'S MARKETS

# Tax-Free Investment. Worry-Free Timing.



It's a fact that equity investment offers one of the best ways to build long-term wealth, and that the best time to invest is when prices are low. Indeed right now, as the Gulf crisis and political and economic uncertainties continue unabated, many stocks are offering real value after recent falls.

But it's also a fact that it's impossible to predict when the markets have reached their bottom. So when do you invest?

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## Introducing the Fidelity PEP Phased Investment Programme.

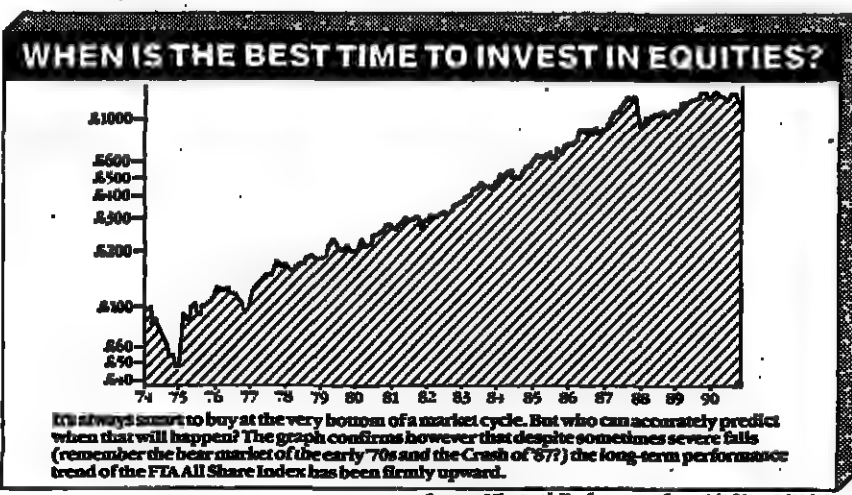
Now, through the new Fidelity PEP Phased Investment Programme, you can benefit from all the tax breaks of a PEP. And, because your investment is 'phased' into equities over a number of months, you don't have to worry about correctly timing your investment in today's markets. You spread your risk and benefit from the market upturn when it comes — tax-free.

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- ✓ NO capital gains tax — no matter how great the growth
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- ✓ High rates of interest on cash on deposit

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To Fidelity Nominees Limited, PO Box 88, Tonbridge, Kent TN11 9DZ.

Please send me details of the Fidelity PEP Phased Investment Programme.

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(Block letters please)

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Tel No. \_\_\_\_\_ (So that we can call you to answer any questions you may have)

Ref Code T288

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Address \_\_\_\_\_

Postcode \_\_\_\_\_

Home Tel (STD) \_\_\_\_\_ No \_\_\_\_\_ Work Tel (STD) \_\_\_\_\_ No \_\_\_\_\_

No salesman will call. However, one of our Investment Advisers may telephone to ask if you would like further information.

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THE INVESTMENT HOUSE

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## Portfolio PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add these prices to your running total for the week and check this page. If it matches the figure, you have won outright or a share of the total weekly prize money stated. If you win, follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Code or Name
1	Soot & New (ns)	Services	
2	Hariton Credit (ns)	Industrial F&E	
3	Unigate (ns)	Food	
4	Shagh Eastern (ns)	Property	
5	Euro Dairy	Food	
6	Highland Dist	Services	
7	Bedon	Property	
8	Dals	Electronics	
9	Five Leisure	Leisure	
10	Raymond Williams	Building Roads	
11	BET Ord (ns)	Industrial A-D	
12	Grand Met (ns)	Services	
13	Pittard Garment	Shoes, Leather	
14	Gratham Wood	Building Roads	
15	Davy	Industrial A-D	
16	Am New Z	Building Roads	
17	Morgan Chin	Industrial L-R	
18	Cambridge Elec	Electronics	
19	Lepic	Chemicals/Pet	
20	Yodshire Water	Water	
21	Dowry	Motors/Aircraft	
22	Beckett & Parnell	Electronics	
23	William Hodge (ns)	Industrial S-Z	
24	DAKS Simpson 'A'	Dispersal	
25	Stand Chart (ns)	Building Roads	
26	BVI	Industrial A-D	
27	FKI (ns)	Electronics	
28	Bee Circle (ns)	Building Roads	
29	Lyra (S)	Textiles	
30	Redford (ns)	Building Roads	
31	Whence	Industrial S-Z	
32	Laporte (ns)	Chemicals/Pet	
33	Barrow	Building Roads	
34	Toddler H (ns)	Industrial S-Z	
35	Quintess	Industrial S-Z	
36	Mayer Int	Building Roads	
37	Hays	Industrial S-Z	
38	Northampton	Water	
39	Nat West (ns)	Banking/Discount	
40	AR Elect	Electronics	
41	Nogood	Industrial L-R	
42	Bird (Wm)	Industrial A-D	
43	Cater Allen	Banking/Discount	
44	Woodside	Oil/Gas	

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £12,000 in today's newspaper.						
MON	TUE	WED	THU	FRI	SAT	TOTAL

Two readers shared the £2,000 Portfolio Platinum prize yesterday. Mr Hadrian Marher, of Clayton West, near Huddersfield, and Mr C Hobday, of Derby, each receive £1,000.

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## STOCK EXCHANGE PRICES

# Firm at close

ACCOUNT DAYS: Dealings began November 5. Dealings ended yesterday. Contango day November 19. Settlement day November 26. Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Where one price is quoted, it is a middle price. Changes, yields and price/earnings ratios are based on middle prices. (ns) denotes Alpha Stocks. (VOLUMES: PAGE 34).

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# Snow cover offers guarantee to skiers

By SARA MCCONNELL

SKIERS tempted to protect themselves against another poor winter by taking out a snow guarantee should make sure they are aware of the restrictions on their policy.

It is becoming more usual for tour operators and travel agents to offer snow guarantees. These are often included in the cost of the travel insurance, but some companies like Bishopsgate charge an extra £2.

If there is no snow in the resort, the cover will pay to transport skiers to a resort with snow as long as the journey is not more than about two hours. Alternatively, if there is no snow near enough, the guarantee will pay out a daily compensation fee of between £15 and £20. But they will only pay out in specific circumstances.

Most insurers will not provide cover at all for a low resort with a poor snow record at the beginning or end of the season.

Douglas Cox Tyrie, a specialist travel broker, will only issue snow guarantees between December 31 and March 31 for resorts higher than 1,400 metres. Hayman Jackson, also a travel broker, includes piste closure in its Skiplus cover from January 1 to April 15.

Peter Hayman, director of Hayman Jackson, said: "The snow is coming later. Last year we started on December 15 and finished on April 30 for Skiplus, but some tour operators have different dates."

Skiers who are going at the right time and to a high enough resort may find the cost of a snow guarantee is

included in the price of insurance, particularly if it is a package holiday, which insurers are more enthusiastic about covering as they can spread the risk.

Tour operators like Inghams include piste closure insurance in the price of the cover, but skiers not taking out Inghams' own policy will have to pay an extra £4.

Colin Allum, managing director of Fogg Travel Insurance Services, which insures customers of tour operators like Inghams and Snowtime, said: "With tour operators we know all the resorts they are going to, we know the range of dates and we can spread the risk so we don't operate restrictions on dates or height of resorts."

"But we won't do snow guarantees for independent travellers because we don't know where they're going to go. The cover they can get is unsatisfactory."

In the past couple of years snow guarantee schemes have become more sophisticated as tour operators try to tempt skiers back to the slopes. Industry figures show early booking for package holidays 20 per cent down on this time last year.

Most insurers will not pay out on snow guarantee cover unless all the lifts in the resort



Dry slope: policies may pay to transport skiers to resorts where there is snow

are closed, including interconnecting lifts to lift systems in other resorts. If just one lift is still running, snow guarantees will not operate.

But some guarantees will operate if a small percentage of lifts are working. For example, Snowtime says that if less than 15 per cent operate for more than three days on a one-week holiday or more

than seven days on a fortnight's skiers can obtain a free vacation the next season. But bookings and deposits must be received ten weeks before the planned departure date.

James Beagrie, director of Suretravel, the travel broker, said: "If you say snow guarantees operate when only 50 per cent of the lifts are closed this is difficult to verify."

"The problem with this sort of guarantee is that people don't all ski at the same level," agreed Mr Allum.

It is important to check the small print to see if insurers charge an extra premium and what this covers. The daily compensation fee, or long boring coach journey to another crowded resort, is better than nothing.

## Elderly can ease the travel load

ELDERLY people looking to escape the British winter for a holiday in the sun could find they are paying more than they need for travel insurance (Sara McConnell writes).

Holiday insurance underwriters are wary of insuring the over-65s, particularly for long-stay holidays of two or three months in America, Australia or New Zealand, all increasingly popular destinations for visiting relatives.

Patricia Bird, managing director of Travel and Personal Underwriters, said: "It is statistically proven that the elderly make more claims. They are more susceptible to colds and flu in the winter, which means cancellations. Once they get to their destination they are more likely to be ill because of a change in diet or a change in temperature."

Val Bowley, managing director at Extrasure, a travel broker, agreed. "The over-70s sometimes plan a trip then decide they don't want to go at the last minute so we get a high proportion of cancellations."

Consequently, most travel insurance premiums for the elderly are "loaded", which often means they will be charged double the premium of younger people. At the moment Extrasure loads premiums both for short trips to Europe and further afield. Cover for two weeks in Europe for someone over 70 is £34, double the cost for a younger traveller.

Travel agents and insurance brokers negotiate different terms with underwriters depending on the volume of

business they are transacting and the individual needs of their customers.

Roger Churchill, underwriting manager at Home and Overseas, said: "We are sometimes put in the position of saying to a broker that we want a double premium for all people over 65, but they are under pressure of competition so we have to look at our overall pot of business."

Home and Overseas underwrites insurance for travel agents such as Thomas Cook and Cosmos.

Travellers to Europe for short holidays are less likely to find their premiums are loaded, partly because there is less time for people to develop medical problems and partly because it is easier and cheaper to repatriate them if they fall ill or have an accident. Home and Overseas is one underwriter that no longer loads premiums for Europe.

David Norman, travel insurance clerk at Hayman Jackson, said: "Most companies haven't loaded for Europe so it is easy to find cover for older people. It's more difficult to find long-stay cover."

Some travel brokers claim it is unfair that the over-65s or over-70s should be penalised with higher premiums when many are healthier than their younger counterparts.

Mark Roy, director of the Association of Travel Consumers, argues there should be no need for loadings. The association's three travel policies, bronze, silver and gold, are underwritten by General Accident and carry no

loadings. "There is no age limit on any of our policies because we have negotiated rates with General Accident," said Mr Roy.

"Loading is an industry problem because underwriters start to assess on risk and if you are over 70 this is unfair. There are a lot of fit 70 year olds."

The association's bronze policy, the most basic of the three, covering Europe, costs £40 for a year's cover travelling any number of times for up to 90 days per holiday. Membership of the association costs a further £35 a year.

Extrasure is reviewing its arrangement for next year and is likely to introduce some form of health questionnaire so that the fit pay less.

Policies especially designed for the elderly are worth considering, although at the moment Travel and Personal Underwriters claims to have the only one on the market. The agency's Retirement Plus policy is for over-65s and will cover holidaymakers anywhere in the world. One month's cover costs £95 and is sold through brokers.

Tour operators do not normally load premiums because they have enough customers to be able to spread the risk with insurers. Those taking elderly people will normally insist travellers take out either the tour operator's own insurance or arrange acceptable cover.

Travellers finding it difficult or expensive to obtain cover should shop around. One solution to use an independent travel broker to negotiate a good deal.

## INTEREST RATES ROUND-UP

Nominal rate	Compounded at 25%	40%	Minimum investment	Notice	Contact
<b>BANKS</b>					
Ordinary Dep A/c Typical	3.50	3.80	2.50	none	7 day
Fixed Term Deposits					
Barclays	10.25	10.25	25,000-50,000	1 mth	071-424 1587
Lloyds	10.31	10.31	25,000-50,000	3 mth	071-424 1587
NatWest	10.31	10.31	25,000-50,000	1 mth	Local Branch
Midland	10.31	10.31	25,000-50,000	1 mth	071-220 5205
Yorkshire	10.31	10.31	25,000-50,000	1 mth	071-220 5205
HSBC	10.31	10.31	25,000-50,000	1 mth	071-220 5205
First Direct	10.31	10.31	25,000-50,000	1 mth	071-220 5205

HIGH INTEREST CHEQUE ACCOUNTS						
Bank of Scotland NAC	9.47	9.80	7.32	2,500	none	031-442 7777
Barclays	9.50	9.84	7.87	2,500	none	0804 232891
First Direct	9.50	9.84	7.87	2,500	none	071 424 1587
Lloyds	9.50	9.84	7.87	2,500	none	071 424 1587
NatWest	9.50	9.84	7.87	2,500	none	071 424 1587
Yorkshire	9.50	9.84	7.87	2,500	none	071 424 1587
HSBC	9.50	9.84	7.87	2,500	none	071 424 1587
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Yorkshire	9.50	9.84	7.87	2,500	none	071 424 1587
HSBC	9.50	9.84	7.87	2,500	none	071 424 1587
First Direct	9.50	9.84	7.87	2,500	none	071 424 1587
Barclays	9.50	9.84	7.87	2,500	none	071 424 1587
Lloyds	9.50	9.84	7.87	2,500	none	071 424 1587
NatWest	9.50	9.84	7.87	2,500	none	071 424 1587
Yorkshire	9.50	9.84	7.87	2,500	none	071 424 1587
HSBC	9.50	9.84	7.87	2,500	none	071 424 1587
First Direct	9.50	9.84	7.87	2,500	none	071 424 1587
Barclays	9.50	9.84	7.87	2,500	none	071 424 1587
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NatWest	9.50	9.84	7.87	2,500	none	071 424 1587
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HSBC	9.50	9.84	7.87	2,500	none	071 424 1587
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HSBC	9.50	9.84	7.87	2,500	none	071 424 1587
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First Direct	9.50	9.84	7.87	2,500	none	071 424 1587
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NatWest	9.50	9.84	7.87	2,500	none	071 424 1587
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HSBC	9.50	9.84	7.87	2,500	none	071 424 1587
First Direct	9.50	9.84	7.87	2,500	none	071 424 1587
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# SIB clamps down on broker bonds

By LINDSAY COOK  
MONEY EDITOR

THE planned clampdown on broker bonds by the Securities and Investments Board (SIB) should not be used as an excuse for brokers to sell other products and make extra commission the board warned this week.

This followed publication of a consultative paper, which will effectively end the sale of "closed" broker bonds. These bonds restrict brokers to invest in the funds of one group for their clients. But the SIB will not require existing bonds to be cashed in.

Arthur Selman, director of the intermediaries division, said: "The proposed changes will not apply to existing monies and existing broker funds. We will not require existing funds to be amended. We don't want the paper to be used as an excuse for churning."

Churning is the unnecessary switching of investments from one fund to another to earn the broker extra commission.

Mr Selman said that some brokers might decide to move into other investment products because the closer regulation of such bonds would be "too hot for them".

He said that the regulators would be watching for brokers who moved funds out of broker bonds to avoid closer scrutiny. "If they leave the broker fund sector because it is uncomfortable we will still be interested in the quality of advice being given by brokers."

The board has been con-



PAULA YOUNG

(Fimbra) will write to firms operating broker funds in January asking for information about the individuals responsible for funds, details of their qualifications and the additional back up provided by the firm.

Information will have to be provided to Fimbra by March 31 if the companies wish to continue operating such bonds.

The trade department has written this week to insurance companies whose funds are sold by 600 brokers through such investment bonds warning them that they will be held to account for the actions of brokers.

The department wrote: "We have in mind the introduction of a regulation to reflect the principle that life offices should be accountable for the negligent or fraudulent acts of brokers or their nominees in managing the life companies' funds and to extend this to all cases where life offices appoint persons outside the life office to manage their linked funds."

It went on: "The present system whereby the rights and liabilities of parties to a unit-linked policy are determined entirely by the relevant policy conditions appears to represent, a potential gap in the investor protection net."

Under the trade department's draft proposals investors would be told of their rights and that in the event of loss caused by the actions of a broker fund manager or other external fund managers, the insurance company would accept liability.

cerned about the potential abuses connected with such bonds for the past three to four years and has produced a series of consultative documents to deal with them. It is estimated that about £2 billion is invested in about 2,000 broker funds.

About 70 per cent of the bonds that are operated by independent financial advisers for insurance companies are currently limited to the funds of one insurance or unit trust group.

The SIB says such investment practice cannot be regarded as best advice as no

single group can have chart-topping performance in all investment areas. It was difficult to justify an extra layer of charges to cover the investment selections on behalf of clients when they were restricted to the funds of one company. Because of this the document proposes that brokers should only be able to recommend "closed" funds where there were no additional costs.

The proposed regulations state that any broker funds should be subject to the "best advice" rules and advisers must disclose to the client that

as well as providing advice he or she is also undertaking a "management" function in relation to the product recommended.

More information should also be provided to investors so that they can make informed investment decisions.

Since the 1987 crash those broker funds that publish their performance figures have tended to underperform the managed funds operated directly by the insurance companies.

The Financial Intermediaries Managers and Brokers Regulatory Association

## BRIEFINGS

□ TWO private medical expenses policies from Abbey Life will pay out if policyholders cannot obtain treatment through the National Health Service within six weeks of a specialist's recommendation. Budget Health Care covers families, while Health Care 60 is for over-60s, who can receive tax relief on premiums. No claims discounts increase annually up to a maximum 50 per cent and new policyholders start with a no claims discount of 27.5 per cent.

□ A total of 393,000 cars were reported stolen last year, and 70 per cent of stolen cheque books and 60 per cent of stolen credit cards were taken from cars, Churchill Insurance, the motor insurer, claims. In a free guide called *Protect your Car from Crime*, Churchill gives advice on securing a car, the safest places to park and tips on buying secondhand cars.

□ Albert E Sharp, the Birmingham stockbroker, has launched a personal equity plan linked to four different funds so that investors can switch when their investment priorities change. Investors can choose between the balanced diversification fund investing half in investment trusts and half in equities, the balanced blue chip portfolio investing in equities,

the income fund for income from dividends or the growth fund for protection from falling markets. Customers can run a single and monthly contribution plan at the same time.

□ Building societies continue to offer bonuses to savers willing to register for Tax Exempt Special Savings Accounts (Tessas) before they become available on January 1. Birmingham Midshires is offering a 1 per cent bonus to investors registering before the end of this year and opening a Tessa account before March 31. The bonus will be added to the balance on the first anniversary of the account. The society's research shows young people are keenest to save monthly, while older people favour a lump sum.

□ Town and Country building society has launched the Super 90 account that pays interest of 10.30 per cent net on balances of between £5,000 and £9,999. Balances of £50,000 and more earn interest at 11.25 per cent net. Savers can have instant access to their savings without losing interest as long as the balance after the withdrawal remains above £10,000.

□ Savers can earn interest of 11 per cent net on sums of £5,000 and more in a six month fixed rate deposit offer

from Lloyds Bank. The offer is open until December 7 and interest will be paid on maturity in May or June 1991. Interest will automatically be paid gross at 14.7 per cent on sums of £50,000 and above. Non-taxpayers will be able to reclaim basic rate tax or receive the interest gross if they have registered as non-taxpayers before the deposit matures.

□ The Yorkshire Building Society is offering up to 14.85 per cent on its gross-paid Offshore Key account in Guernsey. The 90 day account starts at 13.5 per cent on £5,000 and reaches the top level on sums above £50,000. The offshore rate on 90 day money is 11.75 per cent on investments of more than £25,000. The Guernsey authorities have relaxed their advertising rules for gross-paid accounts this week, which means that banks and building societies can now advertise such accounts on the mainland.

□ Cash trusts are still a safe bet as uncertain markets continue. Crown Unit Trust Services has launched a trust investing in cash and money market investments including fixed interest deposits, Treasury bills and short dated gilts. The trust has an estimated initial yield of 13.4 per cent. The upfront charge is 2 per cent with

an annual management charge of 0.5 per cent. Minimum investment is £500 with minimum lump sum additions of £250.

□ Girobank's new credit account, Flexiplan Plus, offers a revolving credit facility that gives savers access to credit of up to 25 times a monthly preset repayment. The minimum monthly repayment is £20 and the maximum credit available is £3,000. Credit balances on Flexiplan Plus earn 7 per cent net, while customers with overdrawn accounts have to pay interest at 2.25 per cent a month.

□ Berry Asset Management has an investment trust portfolio service that will manage money in investment trusts on a discretionary basis. The aim of the portfolio will be medium- to longer-term capital growth of a minimum investment of £10,000. There is an initial charge of 3 per cent and an annual management fee of 1 per cent of the value of the investments.

□ Sun Life of Canada has reprinted *Key Facts about Employee Benefits* to take account of new legislation, particularly on pensions. Copies of the guide are available free from Sun Life of Canada branches.

# Falling rates rekindle interest in investments offering a fixed return

By RICHARD IRVING

FIXED interest investments are usually more attractive when interest rates are falling, allowing investors to lock into a fixed level of income above that offered by a bank or building society.

City economists are predicting that the government will be forced to cut interest rates by another 3 per cent if it wants to win the general election. So investors wanting a fixed income with repayment of the capital on a fixed date could consider convertible stocks.

Martin Harrison, marketing director of Prolific Unit Trust Managers, believes this area of the fixed interest market has been neglected. "Convertible stocks also offer an option to convert into the issuing company's shares, on terms set when the stock is issued."

In theory, convertibles should be particularly attractive to risk-averse investors looking to protect their capital but also keen to have a small exposure to the more volatile equity market. When a company's ordinary share price performs well, the convertible should also rise, reflecting the value of the option to convert fully into the company's equity.

When the share price plunges, the fixed interest portion of the convertible provides a floor for the stock, cushioning it from the worst of the fall — a convertible should only fall low enough to bring the yield into line with other types of fixed interest stock. For example, when the

share price of Carlton Communications fell 60 per cent from 795p to 324p this year, the 6.5 per cent convertible preference stock fell only 48 per cent.

But Jamie Berry, managing director of Berry Asset Management, claims many convertible stocks have fallen between two stools. "The death knell for the convertible market sounded after the 1987 crash," he says. "Since then the sector average for convertible unit trusts is down over 20 per cent."

For companies looking to fund ambitious expansion programmes in the heady days of the mid-Eighties, convertible issues seemed like a great idea. Companies were able to raise millions of pounds on the convertible market by offering generous capital repayment terms to compensate for fairly low levels of interest. Rising stock markets meant that conversion rights were always attractive. Many companies issued convertible stock never expecting investors to want to redeem it.

The failures this year of Rush & Tompkins, British & Commonwealth and Coleroll, none of which has yet been able to settle outstanding obligations to holders of convertible stocks, have done little to help a badly shaken market. But, despite these difficulties, the climate for convertibles looks set to improve.

"The market is no longer saturated with over supply as it was in 1988-9. The rate of new issues is now much

more in line with the level of investor demand," Mr Harrison says.

Convertibles also look attractive to companies that can no longer afford to pay out dividends of up to 20 per cent on ordinary shares. "In the current harsher economic climate, companies will find it hard to sustain the recent rate of increase in dividends," says Mr Harrison. "The more certain fixed payment on the convertible is likely to assume far greater importance."

John Sharman, director of Allied Dunbar Asset Management, adds: "Convertibles are providing a lot of protection to investors in that they now represent their true value as fixed interest securities. So they will benefit if interest rates come down or if the equity market — which many analysts believe undervalued — stages a recovery. A 16 per cent total return (income plus capital gain) on the gilts market over the next 12 months could translate into a 20 per cent return on convertibles."

There are nearly 300 convertible stocks in issue and they come with a variety of conversion terms, interest coupons and repayment dates. So investors may prefer to go through one of the 12 unit trusts specialising in convertibles.

In the five years to November 1, for example, Prolific's Convertible and Gift Fund was up 40 per cent, although investors who put money into the market last year are currently facing losses of about 15 per cent.

About 70 to 75 per cent of the fund is invested in convertibles specially selected for the potential of the underlying equity to give an annual growth yield of about 9.5 per cent. "By investing the balance of the portfolio in a mixture of higher yielding fixed interest stocks and some low yielding convertibles where growth prospects look particularly good, the fund aims to produce a high income and solid capital growth," says Mr Harrison.

"We believe that the UK equity market now offers good value over the longer term, although it could still be quite volatile over the next two to three years. Convertibles should reduce this volatility while securing an attractive yield as interest rates fall."



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\*Source: "What Investment" magazine September 1990

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The ima

The loyalty of home buyers is being rewarded at last by one of the top ten building societies. The Bristol & West has this week offered those borrowers who have had standard mortgages for a year or more, and who are not behind with the payments, a guaranteed fall in their mortgage rate of 3 per cent in four stages over the next year.

This will mean that they will pay 11.5 per cent from November 1 next year for at least three months and then the rate will revert to the standard variable rate at the time.

The society's switchboard has been jammed as the 125,000 existing borrowers try to take advantage of the reduction. The cut is more than other main lenders expect base mortgage rates to fall over the same period.

It is refreshing to see an offer that is not confined to new customers. Most lenders spend their energies trying to attract new borrowers and confine their largesse to endowment and pensions mortgages that earn large amounts of commission for them.

Existing borrowers are usually

the last to gain from any interest rate cuts or change of policy.

When building societies stopped charging higher mortgage rates on new loans in the early Eighties the first beneficiaries were new borrowers. Existing ones had to wait and in some cases are still paying more than people who have taken out loans since the summer of 1985.

Stephen Edell, the building societies' ombudsman, has received a number of complaints about such differentials and has advised long-term borrowers paying more than the standard mortgage rate on loans of £25,000 or more to ask their society to reduce their mortgage rates in line with other borrowers. In one case he ordered a refund of the extra interest paid. Borrowers should not have to go cap in hand to lending institutions. They should expect fair play as a right.

At the National & Provincial Building Society a spokesman said that it had reduced its

## Society stages lending coup



COMMENT  
LINDSAY COOK  
WEEKEND MONEY EDITOR

differential for larger loans — mostly those over £30,000 — to 0.5 per cent. He said there was no plan to bring these loans into line with the standard rate. But he added that if a borrower went back to the society for another mortgage they would receive a 0.5 per cent reduction for 12 months.

This is little consolation for people who do not want to move house.

Existing Woolwich borrowers with repayment loans will find their payments stay at 15.25 per cent unless they visit a branch of the society to do something about it.

The society does not operate

an annual review scheme, but it maintains it is up to its borrowers to find out what the new mortgage rate is and change the payments. Those who do not will pay 15.25 per cent until next October. But as the interest is charged to their account at the lower mortgage rate of 14.5 per cent the payments based at the higher rate will mean that a larger proportion of the capital sum will be paid off.

This is little consolation for the hard-pressed borrower who is waiting for notification of lower payments. The Woolwich, however, this week announced it was offering first-time buyers a discount of 1.25 per cent for the

first year on endowment loans.

This joins an array of special offers for new borrowers. Maybe all existing borrowers should consider moving their loans to take advantage of the new offers. Then maybe lenders will appreciate loyalty.

## Taxing week

A week is a long time in banking. Last week the British Bankers' Association stated that the big four high street banks would not be offering split interest on joint accounts when composite rate tax is abolished in April.

Non-taxpayers would have to wait up to a year to claim back tax deducted from their interest was the message to Weekend Money. The building societies were altogether more accommodating and most of the large ones accepted immediately that the interests of customers must come

first. The banks were reluctant to say what they were going to do, but could speak at length about all the extra costs and disadvantages of providing the service. Lloyds could only come up with disadvantages for offering split interest. But by Thursday this week the bank was ready to announce that it would, after all, offer split interest for customers with joint accounts. "So far, Lloyds Bank is the only major clearing bank to offer customers this facility," it trumpeted.

A spokeswoman did, however, admit: "Recent press comment heightened our awareness of the competitive advantage of providing split interest."

At another of the big four, where an announcement has yet to be made, a spokesman admitted it had not realised what a competitive disadvantage banks that did not offer split interest would be at until last weekend. Now it hopes to be able to join Lloyds in offering the facility.

By April, with luck, all the banks will realise that they could have money flooding out of joint accounts if they do not follow the societies.

BARCLAYS has become the first of the high street banks to announce details of its electricity sharedealing offer (Lindsay Cook writes).

## Barclays reveals deal on power

The bank will be providing a special sales service with a minimum commission of £12.50 at all its branches, for customers and non-customers alike, from the first day of dealing.

Up to four members of a family can sell shares in one electricity company for one fee provided that all the certificates carry the same surname and address.

Payments will normally be credited directly to bank accounts on the settlement day to avoid the need for cheques to clear.

The Britannia Building Society is charging £10 for the sale of up to £200 of electricity shares. This rises to £15 for shares worth between £201 and £400, and £18.75 for between £401 and £1,315. Families can pool shares and pay only one commission charge.

To use the Sharedeal service run in conjunction with Henry Cooke Lumsden, the stockbroker, shareholders must have an investment account with the society. This can be

opened on the day of the transaction.

The Skipton Building Society is offering free dealing to anyone who wants to sell shares in any of the 12 companies. The offer extends to four members of a Skipton investor's family and could provide free dealing for up to 48 shareholdings.

The Leeds Permanent is offering a similar service but has limited the free dealing to shares in one electricity company. Both services are offered by Capel Cure Myers Capital Management.

Shore Capital Stockbrokers has devised a scheme for more ambitious investors who want to obtain the maximum allocation with the minimum of

administrative hassle. The scheme only requires investors to put up 25 per cent of the stake, with Shore Capital providing a short-term loan for the remainder.

A family of four could each apply for £1,000 worth of paid-up shares in each of the 12 companies. This would require payment of £12,000 and borrowing rights of £36,000 would be provided by Shore at an interest rate equal to a typical credit card, or less.

Most investors would be expected to repay the majority of the loan in two weeks and the balance within five.

The minimum application that can be made is 24,000 shares. Shore Capital makes the applications for the investors and saves them from having to fill in 48 separate forms and writing 48 separate cheques.

Howard Shore, managing director, said that the company had been able to secure allocations of nearly £22,000 on an investment of £20,000 when it pioneered the scheme with selected clients for the water privatisation.

The client in that instance showed a gain on the first day of dealings of more than £8,000.

## Fraud investigators raid premises of Castlegate after loan firms fail

By LINDSAY COOK, MONEY EDITOR

THE Serious Fraud Office has raided the premises of Castlegate Holdings in London Street, Reading. The group promised a "no-risk return" of 20 per cent a year for investors prepared to stake a minimum of £250,000. But it is understood that several millions of pounds may have been lost.

The plan and its promises were first detailed in Weekend Money on July 21. At the time, the Capital Fund Owners Plan was trying to recruit new investors willing to put up a quarter of a million pounds.

The scheme was not regulated under the Financial Services Act because it was not regarded as an investment under the terms of the Act.

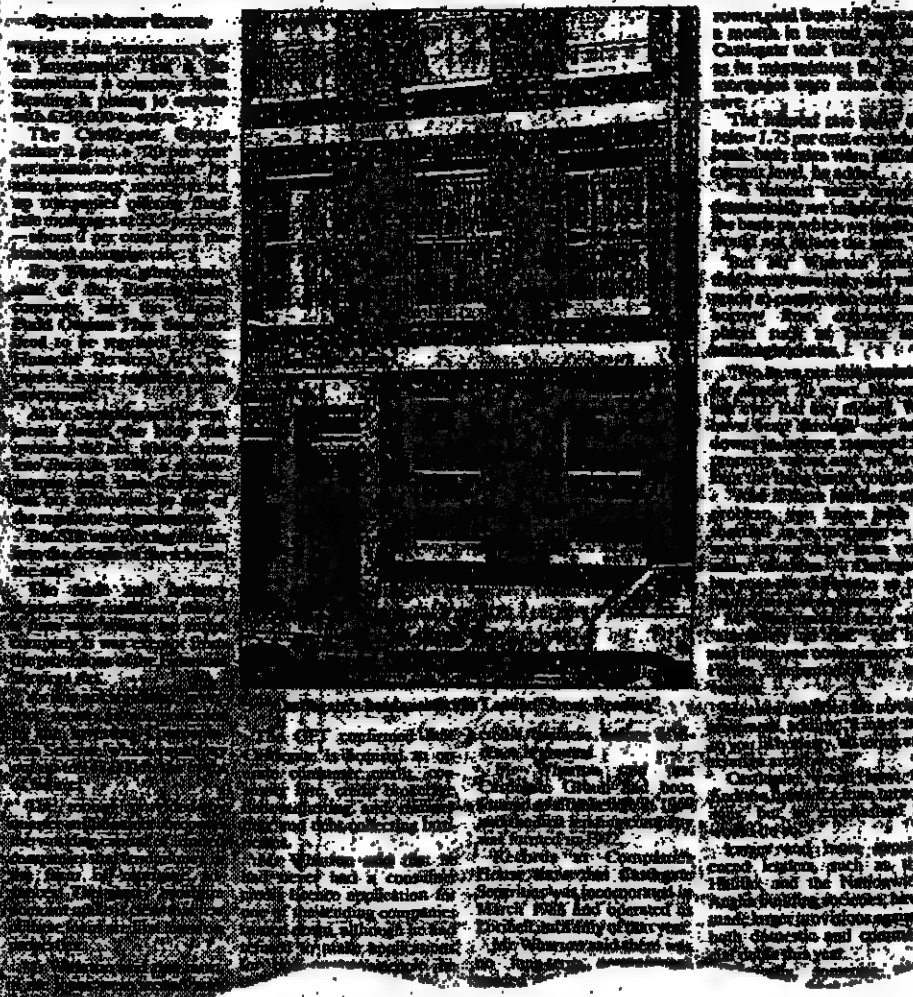
This means that any funds lost by investors are not covered by the Investors Compensation Scheme operated by the Securities and

Investments Board. The raid on Castlegate's offices comes three weeks after administrative receivers were appointed for two of the companies operating from that address as part of the Capital Fund Owners Plan.

Applied Finance Ltd and Advance Finance Co Ltd, which were taken into administrative receivership on October 19, were among about 60 companies operating under the plan offered by Castlegate Securities. The money provided by investors is used by Castlegate to set up limited companies.

Castlegate Securities then applies for consumer credit licences on their behalf. It provides the administration for the companies to offer second and third mortgage advances to homeowners and to make loans to small businesses.

## Watchdog looks closer into investment that never was



High interest: Weekend Money first detailed Castlegate's operations last July

The Office of Fair Trading records show that 60 companies operating from Castlegate House have been granted licences under the Consumer Credit Act. These included Advance Finance, which has two controllers listed as Gerald Malcolm George Knight and James Allan.

Mr Allan is company secretary of Advance Finance and Applied Finance. He confirmed both companies had been part of the Capital Fund Owners Plan. The administration of the loans made to and by Advance had been handled entirely by Castlegate Securities.

Mr Allan said the role of Mr Knight and his daughter Jane, also a director, had been that of investors. They had not been involved in the day to day running of the two companies.

He said the appointment of administrative receivers by the Bank of Scotland, which had lent the companies money, had "come as a complete surprise", to himself and Mr Knight. Audited accounts for the two firms had been signed off for the year to the end of April 90.

Mr Allan said: "Investigations are still going on to evaluate and to quantify the situation. We have not had the information to quantify the situation," he said. "The reason behind the shortfall has to be established. The reason for it getting to that situation is still under investigation by receivers, the police and the Serious Fraud Office."

He confirmed that he had spoken to the Serious Fraud Office, but said that he had not asked them to investigate Castlegate.

Roy Wharton, group chairman of Castlegate, said this week he did not know why his premises had been raided.

"After 20 years in business and without getting any warning or reason, the Serious Fraud Office have taken away nearly all my company's files and records and paralysed my business," he said. "In July Mr Wharton denied that loans charged at 1.75 per cent a month were risky. Castlegate found ap-

plicants for the mortgages charged at 23.2 per cent — about 7 per cent above the standard mortgage rate — through advertisements in Yellow Pages and Thomson directories in the Reading area.

At the time Mr Wharton said nobody had ever lost money through the plan.

"If there has been any problem, you know with a shortfall in a mortgage — I must say we don't have many of them — Castlegate has met the difference so no lender has lost any money," he said. "Castlegate would find the funds if loans turned sour." It has not yet offered to do so far as Applied Finance and Advance Finance are concerned.

A spokesman for William Roberts of Ernst & Young, the accountants, who is joint administrative receiver, said: "We are awaiting receipt of the full statement of affairs from Castlegate and until then cannot comment."

The receivers were carrying out a detailed investigation and that the affairs of the companies would take a lot of "disentangling".

Those who had taken out mortgages from the firms should not face extra charges, he said.

Mr Wharton was in a meeting at his office yesterday, but did not reply to a series of questions fixed to him about Advance Finance and Applied Finance and other investments made under the Capital Fund Owners Plan.

## Court ruling hits staff perks

By SARA MCCONNELL

EMPLOYEES who receive cheap travel or other goods and services from their employers could find themselves being taxed more heavily on these benefits if a Court of Appeal decision made this week is allowed to stand.

Food or travel perks, for example, provided at reduced prices, currently attract tax on the difference between the price paid and the wholesale price the employer paid.

But the Court of Appeal has upheld the decision of the Inland Revenue that employees must pay tax on the average cost of the benefit. Employers will now have to work out how much the benefit is costing in terms of overheads like storage, heating and transport of goods for each employee. Staff will then pay tax on the difference between what they pay and this average cost.

The case in the Court of Appeal concerned nine masters at Malvern College, the public school, who sent their children to the College at 20 per cent of the normal fees. They argued that they should only have to pay tax on the additional cost of educating their children. But the Inland

Revenue won its argument that the cost should be the average cost, including overheads like teachers' salaries and fuel costs. This would mean the masters would be assessed on a higher benefit because the average cost would be higher than the additional cost.

Clive Tulloch, tax partner at Coopers & Lybrand Deloitte, the accountants, said: "There will be a degree of chaos while things are sorted out. The Inland Revenue could estimate a figure and the onus would be on the employee to prove them wrong."

"The employees will have to make the declaration on behalf of all employees and will be required to plug into their costing system to work out the average cost."

"If the decision is upheld in the House of Lords it may affect railway workers' cheap travel on the train, staff of bus companies and airlines, or solicitors' employees having their conveyancing carried out cheaply."

"It will also affect manufacturers, wholesalers and retailers offering their products at marginal cost."

Anyone earning more than £5,500 a year has to pay tax on

benefits, but those earning just below this figure could be tipped into a taxable bracket.

Erica Stary, head of tax at Harbottle and Lewis, the City solicitors, said: "Anyone earning, say, £8,400 a year including car and petrol allowance, could accidentally find themselves being taxed on all benefits if everything is added together."

But companies are unlikely to be put off offering their employees benefits, rather than extra money, although the calculation of benefits will be complex.

Ms Stary said: "There are certain levels of benefit employees expect at certain levels within companies. For example, people expect a car or other benefits to reflect their status."

"But what is the value of a benefit? It is very difficult to assess. The ruling is likely to produce mind-bending calculations."

At present employees who receive vouchers, tokens or tickets for travel or other benefits are already taxed on these, except for those working for bus train or rail companies, who are exempt. It is not clear whether these will be treated the same way as

other benefits, nor whether employees working for companies or departments making a loss will in effect be penalised for these losses by having to pay their proportion of the higher overheads not covered by the company's income.

The Court of Appeal's decision is almost certain to be allowed to stand, although the Malvern masters are being allowed to appeal to the House of Lords.

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22/11/1990

هكذا من الأصل



LETTERS

Life cover that falls short

From Mr Patrick O'Leary  
Sir, Is there life after Bupa? Not for me it seems. I am 70. I have been a subscriber for 20 years, in ten of which I paid a higher rate for so-called life long protection (LP).  
In June, when my premium became due, Bupa informed me: "LP subscribers and beneficiaries are not eligible for tax relief." So, from the £901 fee the normal LP waiver of £118 was deducted, whereas had I never entered the scheme I would have been eligible for a tax break of £225. Moreover, this would rise with escalating subscriptions, whereas the waiver is fixed forever more.  
Bupa sympathised with my "disappointment" at this, but still demanded £783. This, of course, I refused to pay.  
The only explanation offered was "... the task of administering tax relief across a broad variety of registrations benefiting from LP waivers is very complex ... the situation is receiving our urgent attention. We will keep you informed as progress is made, and hope to be able to offer you tax relief shortly." So ran a letter dated July 17.  
No progress has been made since despite two letters to the chairman of Bupa, Lord Wigoder.  
PAT O'LEARY,  
4 Fairlawn,  
Brownlow Road, N11.



Bank holidays delay payment

From Mr M. N. Brayshaw  
Sir, The lack of bank working days at the end of December 1989 led to a problem in that my mortgage interest payment under standing order to the Abbey National on December 22 was not credited by them until January 2. As a result, their end of year statement capitalised the apparent arrears, and would have led to increased interest payments throughout 1990. They did in fact allow an adjustment (though presumably only because I objected), but stated that they "cannot be held responsible for this adjustment in future years".  
This December, I shall make a point of paying a few days early. I wonder, though, if I pay the January 1991 interest before December 31, will they reduce the capital figure and therefore reduce my interest over the whole of 1991?  
Yours faithfully,  
MIKE BRAYSHAW,  
58 Upper Brighton Road,  
Worthing, West Sussex.

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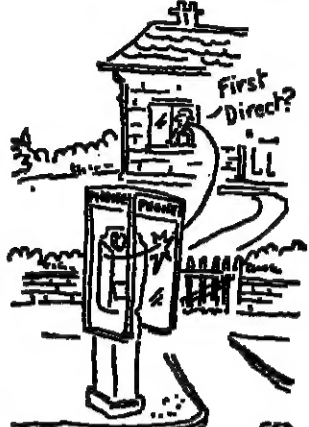
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**The Equitable Life**  
Before you look to your future, look to our past.

Hanging up

From Mr Michael Owen  
Sir, After being "bombed" with advertisements in all areas of the national press from First Direct Bank, I decided to ring the hotline for more details. They arrived, and I decided after reading them, that I would open an account.  
After six weeks, the account formalities were nearly completed. I had forwarded my last six months' bank statements for their reference, several checks had been made on my address, and all looked well.  
Then out of the blue, I had a telephone call at work to say that I had not included a home telephone number. I explained that I lived in rented accommodation, and we did not have a telephone. I was greeted with a sharp reply that this was a telephone bank and I could not open an account without one.  
I quite understand that in this modern age, it is unusual not to have a home phone, but we do have a portable phone, and a phone box just down the road. First Direct were insistent that my account could not be opened.  
If any of your readers are contemplating a First Direct account who do not have a home telephone - beware!  
Yours sincerely,  
MICHAEL OWEN,  
60 Garratts Way,  
Downley, High Wycombe, Buckinghamshire.



Planning to save

From Tou Chen Chang  
Sir, I have just begun earning, and would like to start saving. I pay tax at 25 per cent.  
Are there any saving schemes for which the government would allow tax relief? For example if I were to save £75 - the government would contribute a further £25 or part thereof?  
Are there any other schemes from which I may claim tax-free returns apart from some government saving certificates and Peps?  
Yours faithfully,  
TOU CHEN CHANG,  
52 Tyers Estate,  
Tyers Gate, SE1.

While there are no savings schemes that allow tax deduction for the amounts set aside (apart from the business expansion scheme which would certainly not be appropriate to somebody in your position), there are a number of arrangements that allow the income on such savings to accrue tax free. You mention National Savings certificates and personal equity plans.  
Another scheme that is due to start on January 1 is the Tax Exempt Special Savings Account (Tessa). This allows up to £9,000 to be set aside over five years, with a maximum of £3,000 in the first year and then up to £1,800 in each subsequent year. Provided the capital is not touched for the five year period, and certain other conditions are satisfied, then interest will be allowed to accrue on the amount in the account tax free.  
Because of uncertainties about interest rates, no detailed schemes have yet been announced but undoubtedly the banks and building societies will be promoting these accounts towards the end of the year.

Royal protection

From Mr L.E. Allwood  
Sir, Thank you for publishing my letter (October 27) on the subject of my motor insurance problems.  
I have now heard from Royal's head office in Liverpool; they assure me I really was insured all the time, notwithstanding the legal position; they also sent me another claim form.  
Yours sincerely,  
L.E. ALLWOOD,  
2-2 Dumbiedykes Road,  
Edinburgh.

Published replies marked with the triangular logo are by Bill Packer, tax partner at accountants Touche Ross, in association with The Times. No legal responsibility can be accepted for advice or statements in these columns and independent professional advice should be sought.

Overdraft charges

From Mr David Channing  
Sir, My daughter is currently abroad and I am looking after her financial affairs. A few weeks ago I opened a letter from her (listening) bank manager, pointing out that her current account was overdrawn by £34.02 and politely requesting some payment towards this. I sent off a cheque for £40, thinking to leave a small credit balance.  
What the bank had not told me was that they were charging £12 for this overdraft letter. The latest statement, just received, shows that my cheque only reduced the overdraft to £6.02. Moreover, an excess overdraft charge of £10 was added, and the cumulative negative balance attracted an interest charge of 68p. So, lo and behold, the account is now overdrawn again by £16.70.  
When I write a "Dear pig" letter to the bank manager, I know what his response will be. He will say that these charges are applied automatically by their computer and that he is powerless to influence them. Should I (a) pay in more than the latest overdraft to forestall further charges? (b) transfer my daughter's non-existent balance to some other bank? (c) offer my services as a computer programmer (for which, as it happens, I am qualified)? What would your readers advise?  
Yours faithfully,  
DAVID CHANNING,  
29 Crooksbarn Lane,  
Stockton-on-Tees, Cleveland.

Buyer beware

From Mr Norman Aers  
Sir, I would also like to nominate MIM Britannia for an award (Letters, October 20) as I purchased their Smaller Companies Trust in August 1987 at £39.13 which would today sell for £18.25, offer to bid, a fall of 53 per cent.  
I would also nominate myself for behaving their advertisements. *Cravest Empty.*  
Yours faithfully,  
NORMAN AERS,  
6 Woolpack Cottages,  
Biddenden, Kent.

Barclaycard check

From Mrs Elizabeth Orr  
Sir, Can anyone please explain to me why this should happen?  
Some weeks ago a man came into our shop and attempted to buy a power tool with a Barclaycard. It was noticed that his signature was different to that on the card. I

went into the office to telephone Barclaycard to find out if the card was stolen. I was asked to dial another number which I did. I was then asked many questions which took at least ten minutes.  
Meanwhile, through the security window I could see the man still standing at the counter. He must have had nerves of steel.  
Several times I urged the lady on the telephone to be quick, just to tell me if the card was stolen, and I could shut the door and hold him till the police arrived. She kept saying that a crime may not have been committed. Eventually the man moved away from the counter and I told her I could not see him any more.  
She then told me that they would require the card to be cut in half and returned to Barclaycard, and she would like to have a word with the customer. Of course he had gone.  
We called the police and Barclaycard told them that the card had been stolen in August.  
It seems to me to be a terrible waste of time for the police. They could have had a thief, and all they end up with is an investigation. I believe Barclaycard could have told me instantly that the card was stolen. Are they willing to condone fraud and theft in their fights against bad publicity?  
Yours faithfully,  
ELIZABETH ORR,  
Western Hardware,  
4-6 Bell Walk,  
Eastgate Shopping Centre,  
Gloucester.

Portfolio PLATINUM

For readers who may have missed a copy of The Times this week, we repeat below the week's Portfolio price changes (today's are on page 37).

Index	Mon	Tue	Wed	Thurs	Fri	Sat	Sun
1	+8	+1	+6	+1	+8		
2	+4	+3	+2	+2	+5		
3	+6	+4	+4	+2	+6		
4	+8	+3	+6	+1	+8		
5	+8	+3	+3	+1	+6		
6	+5	+5	+2	+1	+5		
7	+5	+4	+2	+6	+4		
8	+7	+2	+5	+2	+7		
9	+7	+2	+4	+2	+6		
10	+5	+5	+3	+3	+4		
11	+5	+4	+1	+5	+3		
12	+7	+2	+3	+1	+7		
13	+4	+6	+3	+4	+2		
14	+4	+3	+2	+3	+5		
15	+9	+3	+7	+2	+7		
16	+7	+3	+4	+2	+6		
17	+7	+2	+7	+2	+8		
18	+8	+4	+5	+2	+6		
19	+3	+4	+2	+2	+4		
20	+8	+2	+6	+2	+8		
21	+6	+2	+9	+9	+7		
22	+4	+4	+1	+1	+3		
23	+7	+4	+2	+3	+2		
24	+4	+3	+2	+2	+3		
25	+9	+1	+6	+1	+7		
26	+6	+3	+5	+3	+8		
27	+4	+5	+3	+4	+3		
28	+3	+4	+3	+1	+4		
29	+9	+1	+5	+2	+9		
30	+3	+3	+1	+2	+3		
31	+7	+3	+5	+2	+5		
32	+5	+3	+2	+3	+3		
33	+6	+6	+2	+3	+2		
34	+7	+2	+5	+2	+8		
35	+7	+2	+5	+4	+8		
36	+5	+4	+2	+4	+3		
37	+5	+6	+3	+1	+4		
38	+6	+5	+1	+5	+4		
39	+6	+4	+3	+3	+7		
40	+4	+4	+2	+3	+3		
41	+8	+3	+5	+3	+7		
42	+8	+3	+4	+2	+6		
43	+5	+6	+1	+4	+3		
44	+4	+5	+3	+3	+4		

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YOUR PARENTS TOLD YOU ABOUT THE BIRDS AND THE BEES, BUT WHAT ABOUT THE BULLS AND THE BEARS?

Everybody knows that making mistakes is all part of growing up. Especially grown-ups, that's why they sit you down and tell you the facts of life. But did they ever mention where bonds come from? Or anything about unit trusts? The fact is, many people are more embarrassed talking about money than they are talking about the facts of life. For instance, what somebody earns is often one of their most closely guarded secrets. But as the saying goes, it's not what you've got, it's what you do with it that counts. This is where your local Halifax Building Society comes in. Our Financial Planning Service is totally confidential. You'll get your own personal Financial Services Consultant who'll give you finances a full check up, to see that everything is working properly. All our financial consultants are very understanding so you can talk to them in total confidence. Also, because they're all experienced in the ways of the financial world, they can help answer whatever questions you may have. And no matter what they advise you to do you can be sure it'll be ideally suited to your personal needs. So before you venture out into the city, make a date with the Halifax. (Your place or ours?) We're sure it'll be enlightening.

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## SUMMARY Castlegate premises are raided

A COMPANY offering a 20 per cent no-risk investment to people with at least £250,000 to stake has been raided by the Serious Fraud Office.

Castlegate Holdings in London Street, Reading, offers a scheme called the Capital Fund Owners' Plan, which is not regulated under the Financial Services Act because the scheme is not regarded as an investment.

Under the plan, the investor's money is used to fund second and third mortgages for borrowers attracted by advertisements in telephone directories. Page 42

## Super bore



Martin Sorrell, chief executive of WPP, the world's largest advertising agency, is one of the few inspired, tedious people in the advertising industry, he tells Gillian Bowditch. Asked to expand, he says he is boring and that his job is looking after the petty cash. Page 43

## Perks ruling

A ruling in the Court of Appeal this week could make most employee perks more expensive. Page 42

## Ill feeling

Barclay Card?



Disappointment over lack of tax breaks for private health care policyholders over 60, the escalating cost of overdrafts, and delays on credit card checks are subjects for readers' letters. Page 41

## Piste policies

As skiers book their holidays they want to be sure of snow on the piste. But insurance guaranteeing that they will be able to ski is becoming ever more complicated. Page 40

## Bond clampdown

The Securities and Investments Board plans to clamp down on broker bonds. The trade department also wants to ensure that insurance companies take full responsibility for brokers offering these products. Page 39

## Heat treatment

The rising cost of home heating and the effects of global warming make it more important than ever to save energy. This week a scheme to measure energy efficiency in the home was launched by John Wakeham, the energy secretary. Page 38

## THE SUNDAY TIMES

## Breaking up is hard to do

Racal stunned the City when it announced plans to break up the group in an attempt to extract value for the shareholders. How will the demerger be done and can Sir Ernest Harrison find backing for his proposed management buyout at a time when highly leveraged deals are out of favour? Business - in The Sunday Times tomorrow.

C \*\*\*\*\*

# Small firms boom confounds gloom

Despite the mounting rate of failures among companies, would-be entrepreneurs are still flocking to go it alone. Derek Harris looks at the aid on offer to help them be successful

The mounting failure rate among businesses is not stemming the rush of people wanting to start up on their own. In the first half of this year company formations were running at almost ten times the rate of liquidations.

In the second quarter of 1990 receiverships rose 123 per cent over the same time last year, while investment in small businesses rose 25 per cent, according to the National Westminster Bank's small business investment index.

At Barclays Bank, Richard Cracknell, senior business development manager, said: "Our guess is that we'll help create 6,000 to 8,000 new businesses this year. Last year it was approaching 6,000. Even early September returns are still showing growth."

However, some in the small business sector are full of warnings. The Forum of Private Business has forecast the closure of 45,000 small firms and shops over the next few years as the higher-cost effects of the uniform business rate feed through.

The National Federation of Self-Employed points to evidence of worsening cash-flow difficulties as big company customers of small firms take longer to pay, so passing some of their own burdens on to the little man and woman. And the latest Confederation of British Industry (CBI) survey has suggested the recession will continue to bite until the end of next year.

Yet the take-up of the government's Enterprise Allowance scheme for small businesses has increased in some areas, according to Mr Cracknell.

The scheme pays £40 a week for a year for the entrepreneur able to show he or she has a minimum £1,000 ready to help build a business.

Faster business formation could also reflect how a greater number of redundancies is stimulating more people to set up on their own.

The enterprise allowance scheme often launches the young

ger entrepreneur. Two brothers in their early thirties who are benefiting from it are Philip and Mark Beveridge of Coleford, Gloucestershire.

The Beveridge brothers have turned a hobby into a business, painting one-inch high figures — rather like the lead soldiers but precisely detailed — to cash in on the craze for war games.

Their research material enables them to produce figures from battles over many centuries. Recently they sold a set of figures representing armies in the Franco-Prussian war. They also construct six-inch high figures that can be kept encased.

The brothers were able to "scrape together" the £1,000 as entry fee for the scheme.

Mark said: "The £40 a week from the scheme pays immediate bills and we have gained much advice from the various courses run in association with the scheme. We have been operating since May and although things are going slowly we have good hopes because those into war games are pretty avid and willing to spend to follow their interest."

War game clubs need settings created, while individuals mostly buy figures, often covering several historical periods. Buildings to scale will sell for between £30 and £60. An entire war game, including settings, figures and equipment, could cost up to £2,000.

The government offers a variety of aid. The national network of Small Firms Service offices has been a general clearing house for initial enquiries, but its role is being taken over by the more than 80 newly-launched Training and Enterprise Councils (Tecs).

The Tecs are inheriting the service's additional role of offering counselling for small businesses. They are likely to co-ordinate counselling by placing the job with Local Enterprise Agencies (LEAs), which have to a large extent already been carrying out this role in many areas.

The 300 or so LEAs, whose umbrella body is Business in the



Building a business: Anne Collins turned to an enterprise agency to help launch her PR consultancy to the construction industry

Community (BITC), are private sector bodies sponsored by local companies, organisations such as banks, and local authorities.

The Department of Trade and Industry's Enterprise Initiative offers consultancy on various aspects of business from marketing to finance management, but this benefits mainly established smaller businesses. Start-ups of small high-technology firms have been encouraged by awards geared to the quality of their plans.

All businesses receive special and often considerable help in old steel and coal areas where waves of closures have savaged the economic base of local communities. There are also European funds to be tapped.

And the development arms of large former employers also offer aid, from loans to premises, to help new businesses start up and replace jobs lost when they themselves were forced to cease operations. On Wearside, for instance, British Steel, British Coal Enterprise and a British Shipbuilders equivalent are all involved.

The Britannia Envelope Company at Longton, Staffordshire, one of the Potteries towns clustered around Stoke-on-Trent, would never have taken off but for British Coal Enterprise. Later, the European Coal and Steel Community (ECSC) also played a key role. That is the view of Ken Harvey, one of the two partners in Britannia, which has just completed its first year of operation.

The other partner is Alan Griffiths. Mr Harvey was manager and Mr Griffiths his account manager in another envelope company, but the pair left when they believed they could do better on their own, exploiting their expertise in manufacturing bespoke envelopes and selling direct to users.

With manufacturing machinery to buy, even though costs were

kept down by using refurbished machines, they needed about £200,000, half of which they provided themselves.

British Coal was prepared to put up £50,000 repayable over three years at preferential rates of interest. Their bank covered the balance with an overdraft secured against the homes of the two partners. British Coal's security was the machinery.

Later the ECSC agreed to put up £70,000, effectively to replace the bank overdraft with a seven-year loan at preferential rates.

Mr Harvey said: "We have done better than we budgeted for. Our plan looked to eight people employed by the end of the first 12 months. We have 13."

"For three months we have not made a loss and in the last month there was a paper profit. We are running at about 170 per cent of initial estimates. Orders are up, which means more working capital than anticipated."

Volume sellers in envelopes are already being affected by the recession, he said. "We do not seem to have been hit in the bespoke area but I would expect customers individually to tend to scale down their orders."

Local Enterprise Agencies do more than run counselling services. Many are involved in providing start-up premises, as are local authorities. There is a growing network of "marriage bu-

reaux" at key LEAs that bring together entrepreneurs with a promising business idea and those with cash to invest.

Anne Collins talked to the London Enterprise Agency after she left a staff position to launch a business specialising in marketing, media relations and knowledge of local authority workings necessary for developers to get their schemes authorised.

Mrs Collins had found it difficult to raise an overdraft. One bank was not interested in the Collins' house as security, wanting an insurance policy instead because it could be turned into cash more easily. Another of the big high-street banks offered an unattractive deal.

She said: "As far as I can see the banks want nothing to do with the loan guarantee scheme."

Mrs Collins now has backing from Lloyds Bank and she is working from her home in Islington, London. She maintains that even in the hard-pressed construction sector there will be surviving companies that will need to market themselves.

She has signed up her first client, a maker of conservatories and window frames. The London Enterprise Agency has a fund for loans up to £2,500 and Mrs Collins is looking to additional

financing by that route as her business develops.

Businesses in country areas can obtain help from the Rural Development Commission, especially for converting redundant farm buildings.

The commission assisted Michael Trevor, a Cheshire farmer, aged 47, to convert an old barn into a furniture factory turning out high class reproductions. He employs six cabinet makers and sells direct to the end user. The commission met about a quarter of the £50,000 conversion cost.

A small firms rural grants scheme recently introduced by Chester city council for non-farming businesses has just provided more than £1,500 for Mr Trevor, who is putting in a dust extraction system.

The council is also offering up to £1,000 for village shops providing an essential service for their communities.

Pamela Cropper bought the village shop at Normansheath, near Malpas, Cheshire, only to have her husband Geoffrey unexpectedly made redundant within a week. The cash he received enabled Mrs Cropper to buy a much-needed refrigerated display cabinet.

"It is a struggle to make ends meet. But otherwise it could have been a year before we could have afforded the cabinet," said Mrs Cropper.



Model work: Philip Beveridge took an enterprise allowance

## Good business for the banks

BANKS are the key source of finance for nearly three-quarters of small businesses. It makes good business for the banks at a time when the competition for big corporate accounts is squeezing profit margins (Derek Harris writes).

Failure of a big company customer can be a noticeable blow to a bank. But the same amount of exposure among a myriad of small business accounts means the risk is spread.

And, as most small business customers complain, the banks have usually more than covered their exposure by having call on a customer's assets, usually the family home.

Consequently, the big clearers have made much of the services they offer to small businesses. But how helpful, how good are they, and how do they compare?

It is possible to avoid incurring charges for cheque and cash transactions by business people staying with their own personal account.

But Anthony de Lacey, small businesses specialist at Buzzacott, the London chartered accountant, is not encouraging about that play. A sudden uprush in transactions may prompt a bank manager to ask pertinent questions.

Mr de Lacey believes in a separate business account so that

personal and business affairs do not become disastrously mixed up. It makes tax claims about expenditure readily possible, whereas it could otherwise be at best difficult.

But a veterinary client taking in a multiplicity of small cash payments did avoid bank charges on each by using a building society account, on which there was no such individual charge, and then every so often transferring the accumulated funds with a single cheque from the society to a bank business account.

The current state of relationships between small businesses and their banks is detailed in a new survey among 4,000 of its members by the Forum of Private Business, a lobbying group.

One telling finding is that whereas three years ago a quarter of those surveyed had been prompted actively to consider changing their bank, this proportion had now doubled.

Since the forum's last survey in 1988 there seems to have been no fundamental change in the relationship between small businesses and the banks. The earlier survey showed great similarity of bank offerings, suggesting a low level of effective competition.

The new one does, however, acknowledge more bank initiatives to differentiate products.

Rating the banks for performance, those surveyed seemed to find the Scottish banks better, if only marginally, on knowledge of a customer's business sector. Lloyds came out ahead among English banks.

They all scored equally well on the tailoring of finance, dealing with one person, and access to loan officers.

The survey pointed a finger at the way banks tend more to look backwards, at historical performance, when a business comes in for new finance. The forum wants to see more attention paid to future prospects as loan criteria. Obtaining finance seemed to be harder for small manufacturers and businesses experiencing rapid growth.

Itemised bank charges, for which the forum is campaigning, are only just beginning to emerge, "suggesting a considerable delay between the identification of a need and the introduction of provisions to meet it", the survey complained.

More positively it found that banks were responding more to small business needs. Those surveyed were more positive towards their own bank manager than the bank itself.

Banks fresh to the sector — which points to the TSB — could be the best bet.

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# The image maker who survived the Eighties

By GILLIAN BOWDITCH

## BUSINESS PROFILE

### Martin Sorrell

There are few insipid, tedious people in the exotic world of advertising but, by his own admission, Martin Sorrell is one. Ask the chief executive of WPP, the world's largest advertising and communications group, to describe himself and he will tell you he is a "dull, boring, little clerk". A graduate of Cambridge University and Harvard Business School, he is falling over himself to tell you he is "not a very clever person". How does the \$629,000 a year "clerk" describe his job? He simply "looks after the petty cash", nothing more.

This all adds up to a degree of modesty that would make Bernadette of Lourdes appear a shameless braggart by comparison. Either that or Mr Sorrell is not quite as frank as he might be. Friends and enemies alike agree that the Uriah Heep act is a sham. Dull he certainly is not, and stupid people do not end up running international advertising businesses. One contemporary of Sorrell's says: "He is petrified of being portrayed as a high flyer about to crash land, a George Bush or a Tony Blair. He knows that to keep the institutions sweet he has to project the image of the dull stable statesman. In reality he is a single-minded ruthless guy."

Sorrell has reason to distance himself from the fallen stars of the Eighties. The similarities are too numerous for comfort. In 1985, while finance director for Saatchi & Saatchi, the advertising agency, he helped Charles and Maurice Saatchi to create, he took a stake in Wire & Plastic Products, a tiny company that, among other things, made cages for small rodents. By June 1987 he had pushed himself and WPP firmly into the limelight with the audacious \$351 million takeover of JWT, parent company of J Walter Thompson, once the best and the brightest of the New York advertising agencies. It was his eighteenth deal since joining WPP and with it came the, now unwanted, reputation as a whiz-kid.

But, in the heady days of the 1987 worldwide takeover boom, this reputation was an asset rather than a liability. WPP shares rose from 30p to more than 300p as news of Sorrell's involvement became known. As the cracks started to appear in the Saatchi empire, Sorrell took over the mantle of his former employers who had by this time lost touch with economic reality and made an approach to buy Midland Bank.

Sorrell professes to know nothing about advertising, but if there is one thing he has grasped it is the importance of projecting the correct image. He is painfully aware that he is one of the few members of the "Eighties" brood who is still sitting atop an empire built on paper, debt and delayed earnings. He is a master of the cautious understatement. Push him to give an opinion on any controversial issue and he is uncomprehending. "I have no personal opinions of relevance to anything," says Sorrell. With corporate debts of £300 million, the head of WPP feels he really cannot be too careful.

Those who know him well say he has an ability to charm people, which has been useful in his business life, but add that he is a skilful, calculating manipulator who can turn into a bully at times. Behind the relaxed exterior is a man with one of the sharpest business brains in advertising. Even after the acrimonious split from the Saatchi brothers, Charles Saatchi told a friend that Sorrell was the only intelligent person to have worked at Saatchi & Saatchi. "He's not the most affable man

I've ever come across," says one prominent City figure who has an admiration for Sorrell's approach to business and has worked with him in the past. "He has a stick and carrot approach to his employees. If you perform well you are rewarded. If not, then you are out. He doesn't suffer fools gladly. Everything has to be done immediately. He is demanding, is totally dedicated to his business and is extremely profit conscious. Costs are kept low and he hates waste of any sort. He can be ruthless at times. I like working with him, he is pretty unfappable but I don't know if I would be keen to spend a weekend with him."

But Sorrell commands a strong degree of loyalty and respect from colleagues. David Ogilvy, on hearing Sorrell was attempting to take over his business, publicly referred to him as "an odious little shit". Ogilvy, who is now chairman of WPP, is deeply embarrassed about the incident. "When he tried to take over our company I would have liked to have killed him. But it was not legal. I wish I had known him 40 years ago. I like him enormously now, he never wastes time and he makes me realise how much time I've wasted in my life. He pretends he knows nothing about advertising but he knows everything, knows all the clients. He works like a dog."

Martin Stuart Sorrell was born on Valentine's Day in 1945, the second son of Jack and Sally Sorrell. His older brother died at birth and Sorrell describes himself as an only child. His father was managing director of the electrical retail division of Firth Cleveland, Charles Hayward's industrial conglomerate, and had a strong influence on his son.

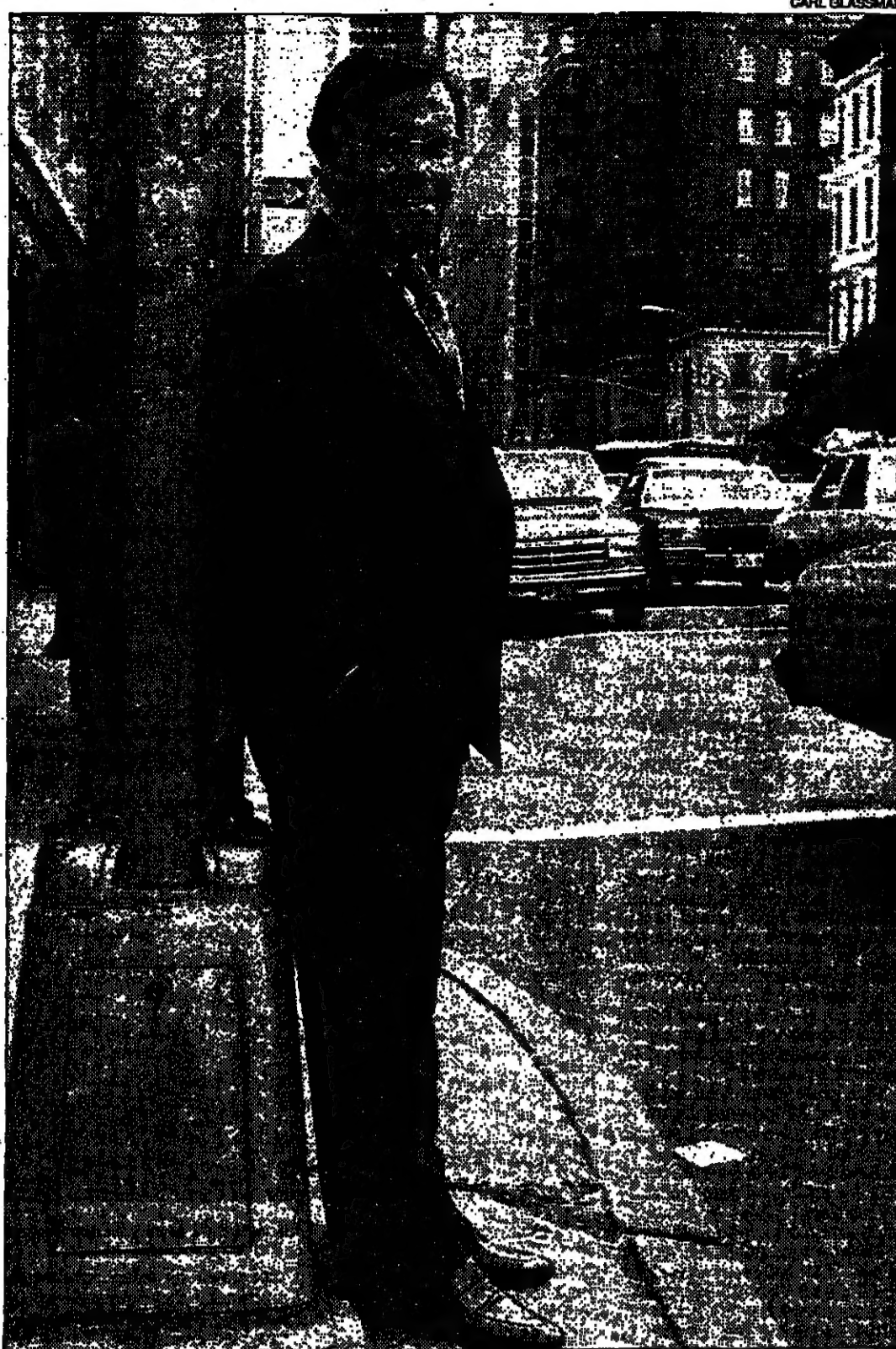
Simon Schama, the Harvard University historian and a friend of Sorrell's from childhood, says Jack Sorrell was an immensely affable and charming man, a London Jew who was very proud of his Britishness. "Martin was very much in love with his father," says Schama.

Sorrell, in typically understated fashion, plays down his background. "He comes from a very good Jewish family but he does not wear his Judaism on his sleeve," says Alistair Grant, chairman and chief executive of Argyle, a friend of Sorrell's and an ex-colleague.

**'He has a stick and carrot approach to his employees. If you perform well you are rewarded. If not, then you are out. He doesn't suffer fools gladly'**

Sorrell's father died last year just after WPP's most ambitious deal to date, the acquisition of Ogilvy Group for \$527 million. The death of his father affected him greatly and came when Sorrell was under fire for having done the Ogilvy deal and under pressure from the City. WPP's shares have fallen from 714p to 390p this year amid worries about the group's debt and slowing rate of growth.

Sorrell is still very close to his mother. He says she spoiled him



Clark of works: Martin Sorrell is as much at home in New York as he is in London

as a child. He was educated at Haberdashers' Aske's school before going on to Christ's College, Cambridge and then Harvard, where he took a MBA.

His career progression has a smooth, regular feel to it. On leaving Harvard in 1968 he went to work for Glendinning Associates, a consultancy firm, in America. Joey Smilow, his first boss, who now runs Playtex, says Sorrell approached Glendinning for the job. He stayed for only a year, partly because there was a risk of being drafted into the American army. He left to join Mark McCormack, the entrepreneur, who was managing a host of sporting stars and Jean Shrimpton, the model.

After four years, he left McCormack and went to work for James Gulliver who had formed James Gulliver Associates. It was while he was working for JGA, as Gulliver's personal assistant, that he met Alistair Grant. Grant remembers Sorrell's dislike of the vulgar or the pompous. A trait that is still very much to the fore in Sorrell's personality. Friends say his disdain of the vulgar gives him a sense of superiority. Simon Schama, half in jest, half in earnest, says: "He does have a warped sense of values." Others see it as a type of snobbery.

Grant says of Sorrell: "He is a

very international person and is as comfortable in the US as in Britain. I think people forget that when they think about the acquisitions of JWT and Ogilvy. For him, a large US takeover is less daunting than it would be for most British businessmen."

Sorrell spends a good deal of his time in America and slips easily into American culture and language, even changing the pronun-

ciation of his surname. "He's seriously ambitious," says Grant.

It was while he was working with Gulliver that he acquired the taste for creating "thumping great big businesses" and first came into contact with the Saatchi brothers. Gulliver had a stake in Compton Partners, then Britain's eleventh largest advertising agency, into which the Saatchis were attempting to reverse. Sorrell, as the

man who looked after Gulliver's funds, was sent to check out the newcomers. By 1977 he was spending more than a day a week doing corporate finance work for Saatchi and by the end of the year he was working full-time for the brothers as group financial director, a post he held until March 17 1984, a day that sticks in his memory.

Sorrell is reticent about his relationship with the Saatchi brothers and there is no love lost between them these days. The last time Sorrell saw Charles Saatchi was last April in Italy. They bumped into each other accidentally. But for eight-and-a-half years Sorrell worked closely with the brothers, particularly Maurice. "Don't be fooled," says a friend of the Saatchis. "The third Saatchi was not Tim Bell, it was Martin Sorrell." "I was just a junior partner at Saatchi," says Sorrell.

It was Sorrell who gave the Saatchis respectability in the City. He liaised with the institutions and gave the group a financial credibility that most advertising agencies at that time lacked. The Saatchis' stated ambition was to create the world's largest advertising group. Sorrell devised the financial strategy that made that possible and there is some debate as to the degree of responsibility Sorrell bears for the Saatchis' current problems. "It was a do-it-yourself multi-national," Sorrell says of Saatchi & Saatchi.

He finds it difficult to speak of the split with the Saatchis and has never been heard to say a word against the brothers, but when pushed for an explanation admits that they felt betrayed by him. On leaving Saatchi, Sorrell had committed himself to concentrating on "below the line" marketing companies. The acquisition of JWT, the jewel of the advertising world and a prize much coveted by the Saatchis, changed all that. The relationship never recovered from this acquisition.

The Saatchis' jealousy of their one-time prodigy is explained in part by their philosophy. Sorrell says: "Maurice had a quote: 'It's not enough for us to succeed, others must fail.' There was a thing they used to read you at Saatchi called the gutter speech, which went: 'We found you in the gutter, we made you the man you are, you should be grateful for what we did for you.'"

Joey Smilow remembers that when Sorrell worked at Saatchi he had a concerted campaign to bring Smilow on board as a client. "He used to say the Saatchis thought a financial guy could not bring in new business and he wanted to prove them wrong." It is no coincidence that it is Sorrell, through WPP, who has realised the Saatchis' chief ambition, to be the biggest in the world. Sorrell, the antithesis of everything the brothers stand for, admits to a

certain sadness that his links with the Saatchis have been severed.

Apart from his business, Sorrell's other declared passion is his family, which he keeps hidden from public view. He met his wife Sandra Finestone, a teacher, in 1970 on a blind date organised by a mutual friend. They married the following year and have three sons, Mark, aged 17, Robert, aged 16, and Jonathan, aged 13, all at public school. Sorrell, orthodox in his religious belief, likes the family to be together on Friday evenings.

A friend describes his wife as: "A typical, genteel, Jewish princess, very attractive if a trifle formal. The Sorrell boys are extremely well behaved, incredibly polite." "It's not unknown for Sorrell to be working in his office at 9.00pm and his wife to be sitting waiting for him in the car outside," says another.

Sorrell is vague about his motivation. Although his shareholding in WPP is worth in excess of £3.5 million, it is not money that drives him. His Hampstead, north London, home is elegant but unpretentious. There is a skiing flat in Switzerland and he is driven about in a Ford Scorpio. His cravings are not of the type that can be satisfied by luxury. They are more subtle.

Schama describes him as a sensitive man and an emotional person who is in part motivated by intellectual challenges. "He was incredibly devoted to his father who had a tremendous talent but not the sort of freedom which Martin has. His father gave Martin a sense of dignity about business."

Much of what he has done is a tribute to his father.

Sorrell is as interesting for his secrets as for the things he reveals. Few of his friends know about the near fatal car crash in which he was involved as a student in America. Sorrell still bears the fading, facial scars and even now hates to be photographed. He dismisses the crash saying only that he spent a couple of days in hospital.

Schama remembers it differently. "It was the end of a languid, golden day in New York," he says. "Martin was visiting relatives and we were about to return to England. I received a phonecall. Martin had been in a car crash which very nearly killed him. He lost a lot of blood and was in hospital for a long time. It was extremely traumatic for him. He never talks about it and I still don't think he drives."

"He has always been an intense person, he even plays cricket intensely, and has always grabbed life with both hands. But that unforgettable afternoon left him with an acute sense of the urgency of life."

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1973	2,200	2,504	3,118
1974	2,680	3,196	2,434
1975	3,160	3,930	4,825
1976	3,640	4,709	5,430
1977	4,120	5,542	12,536
1978	4,600	6,402	16,128
1979	5,080	7,458	19,831
1980	5,560	8,757	23,260
1981	6,040	10,084	27,690
1982	6,520	11,494	26,796
1983	7,000	12,843	38,694
1984	7,480	14,357	51,572
1985	7,960	16,135	65,543
1986	8,440	17,910	97,702
1987	8,920	19,798	122,427
1988	9,400	21,713	145,130
1989	9,880	24,267	178,404
31 Oct 1990	10,280	26,858	139,866

Notes: All figures include reinvested income net of basic-rate tax. The Building Society figures are based on the average rate of a Building Society Share Account (Source: Central Securities Office - Financial Services). M&G Recovery Fund is a unit trust investment. An investment of £40 a month in M&G Recovery Fund from 31st October 1985 (£2,400) would have grown to £2,546 by 31st October 1990 with net income reinvested. \*Estimated using current interest rate levels.

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## Greens reach the bottom line

IT IS not often that Californians are caught out in the fashionable campaign for a greener earth. After decades of choking themselves on car fumes and not paying too much attention to the chemicals used to produce maximum yield on food, America's most heavily populated state now takes a certain pride in its improved awareness of the environment.

It was all the more of a shock to them when it was revealed that parts of the business community did not seem to be taking the same responsible attitude. At many companies, the bottom line seemed to eclipse the desire to cleanse the planet.

And at one, the line was the bottom. American Enviro Products of Placentia, California, makes disposable nappies called Bunnies, which the makers claim would degrade in three to five years.

Four out of every five American parents prefer disposable nappies and 16 billion are sold every year.

But after an investigation by a special task force of attorney-generals from ten states, American Enviro agreed to alter its claim that Bunnies were good for the environment. The company also agreed to change the packaging for the nappies and paid \$5,000 in settlement costs to each of ten states.

Bunnies is not the only target for the "green" label watchdog. Government lawyers in seven states have sued Mobile Chemical Company over degradability claims it made for its Hefty rubbish bags.

Other actions are expected to follow in the wake of California, Florida, New York, Massachusetts, Missouri, Texas, Utah, Washington, Wisconsin and Min-

## CAPITAL CITY

FROM PHILIP ROBINSON IN LOS ANGELES



Nappies: companies act

nesota banding together and demanding federal standards on "green" advertising.

Susan Birmingham, solid waste policy analyst for a branch of the consumer organisation of Ralph Nader, said: "At the moment the companies can get away with whatever they want. There are no rules governing the environmental claims that some companies give to their products."

"This kind of misleading labelling is lying. It's selling a product under false pretences. It is the worst form of cynicism because you are taking someone's genuine concern for the environment and deceiving them over it," she said.

Congress is expected to act soon in what is likely to be the first legally enforceable national standard on label claims outside the food and drug industries.

Although no formal study has been made, consumer groups say shoppers are likely to spend more on a product that they are led to believe is kinder to the planet in preference to a cheaper rival that may cause damage.

The supermarket shelves are now lined with new products which, to the casual observer, look much the same as the old ones, but whose labels now carry cosy, comforting, "green" phrases such as "environmentally friendly" and "safe for the environment".

Lever Brothers defends using terms like recyclable or compostable because it claims the words stimulate community interest. Procter & Gamble, whose disposable diapers - Pampers and Luvs - account for 18 per cent of its \$24 billion sales, has said it will spend \$20 million in research to test whether the nappies would break down entirely into humus.

California has now taken steps to control the use of vague label phrasing intended to imply a corporate concern for the environment. But the green campaign in the state, which houses 30 million people and grows at 1,300 people a day, received a severe setback in elections last week.

A proposal sponsored by Tom Hayden, estranged husband of Jane Fonda, to cleanse the environment of cancer-causing chemicals and pesticides was voted down after a massive campaign from the chemical, oil and agricultural industries.

They amassed \$12 million to fight the move. Britain's Shell Oil contributed \$605,000.



